

# **Team Building Just For Small Business**

**Create your own winning team.**

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## At last, team building activities just for small business

### Exciting team building activities to create your own profit generating team...

At times we all feel **frustrated** that our business is not delivering the satisfaction, peace of mind and **lifestyle** that we expect.

People are the essential ingredient in all businesses, however, many business owners struggle to harness and develop the huge opportunity that a **motivated** and **committed** team of people can bring to a business.

Issues that cause tension can largely be reduced as your team of people engage in **team building** activities that give your business the best chance of success.

Through mutual co-operation and effort you can create a magnificent business environment where **success is routine**, rather than a one off event.

**You win** by having a successful and profitable business and by getting a life you can enjoy. Your employees win as they become part of a balanced and caring team, operating under simple and clear **guiding principles** that are designed to maximize employee work satisfaction.

Create the team that **you need**.



"Reduce the frustration  
and cost of managing  
your employees and get on  
with creating greater  
profits and enjoying a more  
relaxed lifestyle."

Andrew Dunning

Packed with ideas and practical suggestions on team building, I welcome you to receive our free newsletter, [click here](#)

Our team building book, [click here](#)



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**Don't do any team building until you have read this...**

"Turn on the lights in your place and awaken the great team that is lying dormant within your business. Your employees have loads of untapped potential so act now and give your team the signal to burst into action."

Andrew Dunning

Give yourself and your employees the opportunity to create a **winning team** environment where your business makes **profits** and people are **happy** to come to work.

Show them the way forward with **easy to follow** people based strategies, and of course your sparkling personality, and just watch your team soar to new heights...

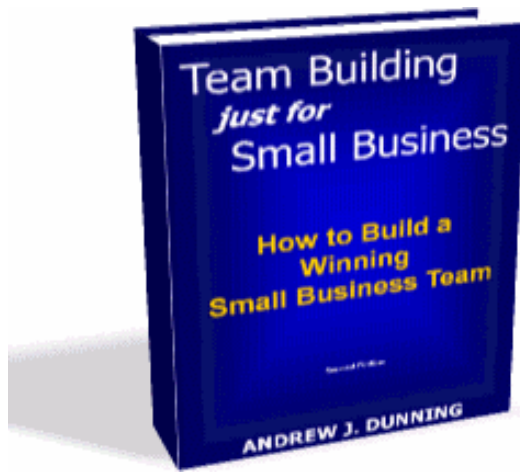
You **can create** a vibrant and committed team where people work together in harmony and cooperation which has the potential to radically **improve** your small business.

Your needs for a great business team are made a reality with an energetic plan of **action**.

Small Business Team Building's **easy to follow** approach is to **help you** manage your busy life and **achieve** your personal and business **goals**.

"Team Building just for Small Business" is an **easy to read** 92 page book designed and created from the ground up by Andrew Dunning.

Written for small business owners, managers and supervisors this **unique** book is a "how to manual" that guides you to create your own dynamic and effective work team that consistently does more... sells more... and **achieves more...** for your business.



This manual **gives you**,

- How to set yourself up to be **successful**
- A case study companion called **Lisa** who shares her team adventures
- The **inside scoop** on why team building is necessary
- **Five reasons** why small firms fall apart
- What a **winning team** is made of
- The secret to **understanding** your employees
- Amazing insights as to why people **behave** as they do
- Tips on **common sense** leadership
- How to **inspire** your team
- Learn **special strategies** to create effective communication
- **Secrets** of trust revealed
- Six **critical components** of team culture
- Essentials of good **teaching**
- **Awesome** team building tools
- **Energize** and rev up your team
- Unleash your **profit generating** team

...and much more...

**E-Book** Price US\$24.95

Team Building just for Small Business is presented in Adobe PDF format and can be downloaded within a few minutes. Viewing is recommended using Adobe Acrobat Reader. If you don't already have it on your operating system, you can download it free from Adobe at [www.adobe.com](http://www.adobe.com).

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Join the growing number of small business owners reaping the rewards of their own **great team**.

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## Employee Motivation

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### *Your team and **employee motivation***

Employee motivation is critical to the success of small business. In this section we shall look at the ways employee's approach and view their work and some of the factors that **motivate** them and influence their behaviors at work.

For employees, **work is not only...work!**

Work is undertaken for two main reasons, to **earn money** and for **social interaction** with other people

By conversing and sharing points of view and experiences with each other, employees create and maintain a social **network** outside of their homes. Friendships develop, work relationships are built and the possibilities for productive work are created. Work also gives them another link into the outside world.

By '**doing work**', people can gain a sense of contribution by producing things that are of value to others. People also need to be '**needed**'.

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## Teambuilding Activities

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### Teambuilding activities for creating your own customer focused team

Imagine your ideal team. The group of people that works well together and creates satisfied customers. This can be achieved with a sensible plan and appropriate action to bring the team that you want into reality.

Develop your plan step by step. Break the process into manageable pieces that both you and your employees can understand and implement. Put time frames along side each milestone to be achieved so that you can see how you are going against the plan.

---

It is difficult to do everything on your own therefore it is reasonable to get some help. Here are some ideas for *teambuilding activities* to assist you to build your team.

### Team Building Products

- Develop the listening, reading, speaking, and writing skills of the professional communicator. [Click here to learn how.](#)
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## Leader of your team – situational leadership

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### Situational Leadership, Who is the Leader of Your Team?

Often the **team leader** is the business owner, however, it can also be a manager or supervisor. This is situational leadership as the leader is directly involved with the situation of the business.

The team leader is the person who focuses team members upon **achieving team goals**, and provides systems, resources and information for team members to carry out their work. Also to give encouragement to the team by acknowledging their efforts and providing support when a helping hand is needed.

If you are the leader of your team then you are the **guiding spirit** and your personal views of the world and how it works are important to your team as they take their cues from you. The guiding spirit you display is 'picked up' and received by your team members like a **beacon in the night sky**.

To open up the possibilities for your team you must also be the team's **greatest fan**, and be there as the team plays out on the field of your business landscape.

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## Introducing Lisa: Starting a Small Business

'Lisa's Story' is a case study companion of [Lisa starting a small business](#) and her team building adventures

### Lead up to starting a small business

After leaving high school, Lisa held several jobs including secretarial, administration and customer service positions. These jobs were okay, however Lisa yearned for something better. She wanted to become a manager and felt that she could perform a manager's position as well as any of the managers she had worked for in the past.

Lisa finally landed a manager's job in the financial services area. This was her big chance to prove how she could manage a busy department of a metropolitan finance business.

Lisa did not think it would be all that hard as her previous bosses were fairly average performers and they seemed to be able to get along in their organizations. She thought, 'to be a manager it was just common sense, right...?'

There was a lot more to being an effective manager than using one's common sense. Lisa had to endure a steep learning curve and understand that management was more difficult than she had imagined.

The hardest thing Lisa found was getting people to do things. Lisa thought that as she was the manager then people would pretty much do as she told them, given that Lisa's own experience was that she always carried out her manager's instructions. Anyway, she fumbled her way through learning to be a manager for about five years.

Lisa tried a number of approaches from being strict and in control to being laid back, and all styles in between. Being overly strict and continually pushing the staff did not work very well and created resentment, just like being too friendly and accommodating only generated slack systems and low work output.

At that time, her natural tendency was to be a bit of a 'controller' as she followed the example of some of the managers she had encountered in her early years of working.

Lisa finally came to the conclusion that her way of managing people did not work very well. After pondering her management issues for a few days, Lisa decided to take action and speak to her boss, David.

On Monday morning she walked into David's office, sat down and immediately started talking about something completely different! Lisa could not share her innermost feelings with him. She did not want to appear weak and silly after he has been a long time supporter of Lisa and had given her the opportunity of the job in the first place. Now, several years after getting the job, she felt stressed and thought she could not control the people in her team.

The situation came to a head on Thursday afternoon as Lisa was trying to convince her team member, Patricia, that customers must be spoken to in a friendly way with respect and not treated as a number in the system. The discussion became heated and Lisa could not understand why her team member had 'refused' to acknowledge the importance of customer service. Lisa fumed 'Patricia is the one with the problem... right?'

Soon after, David came into her office, closed the door and sat down. David said that he had overheard the shouting and had been observing Lisa's behavior for some time. Lisa immediately started to defend her actions and David listened.

After she had her say, David told Lisa about his experiences as a manager and how it took him a long time to develop the necessary skills to manage the organization.

David suggested that Lisa would make a good manager, however, she needed to learn how her team members think about their work and how to develop good communication and trust between the people in her team. He asked Lisa about her life outside of work.

Tears filled her eyes and fell to her cheeks as Lisa told him of the problems she was having at home and explained to David about the split in her family. After half an hour or so Lisa felt better as she had unloaded a huge burden from her mind by sharing her issues with David.

As time passed, Lisa gradually learned that to be a successful working manager she needed to lead her team as well as be a co-operative and supportive team member.

Also, that the skills of management are developed on the job, where it counts. Lisa stayed with the firm for another year then made the decision of starting a small business of her own. See the next episode of Lisa's adventures with Lisa starting a small business.

Starting a small business is next!

[Get all of Lisa's Story in e-book 'Team Building just for Small Business'.](http://www.smallbusiness-teambuilding.com/startingasmallbusiness.html)  
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# Small Business Team Building

## "Team building vision for small business"

"A vision is how we see the  
future for ourselves and others"

Andrew Dunning

My **team building vision** for small business:

1. Small business owners, managers and employees working together **cooperatively** as a team and in **harmony** with each other.
2. Employees are **happy to go to work** and enjoy working productively. Work is fun.
3. Owners of small firms **feeling rewarded** for their efforts and achieving their goals (financial and non-financial).
4. Businesses providing value for money goods and services and striving to develop **long term relationships** with their customers.
5. Small organisations operating safely, ethically, with social responsibility, and in harmony with the **environment**.

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### *Your small business team environment*

To **find out** what your team environment is really like, take the time to spend time with your team as they go about their usual work.

You can also sit at their desks or stand at their work stations after hours when your **employees** have left work for the day.

By taking the time to see things from **their perspective** you will gain a better understanding of what it is like in their 'work world'.

How does it **look**?

Is it how you **imagined**?

Do **team members** enjoy working in the business?

.....

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# Small Business Team Building

## Employee training for team building

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### Creating the work world with *employee training*

Your **employee's** work world is initially created by you as owner of the business, however, the **relationships** among team members will influence the nature and quality of your employee's **experiences** of work.

Therefore it is vital that you remember your **influential role** in determining the nature of your employees work.

You can make the work day **interesting** and fulfilling to the individual or alternatively you can preside over a work environment that is difficult and strained.

### How?

Employee training gives you the **opportunity** to train your **team members** as to how your business should operate and to develop your team's **skills** to run a successful enterprise.

Look at such things as;

- Appropriate **behaviour** between team members
- **Friendly** customer service
- Prompt **attention** to administrative tasks
- Understanding of processes and **systems** within the business

**Seize the opportunity** and make it happen.

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## A job is not only... a job

### If it is not only...a job, then what is it?

A job (or work) is a set of behaviors that people display when they activate their minds into a work way of thinking.

Work is undertaken for two main reasons. **Firstly**, to earn money to buy food, clothing, provide medical care, education, pay the bills, pay rent, pay for a mortgage, car, investments, holiday and so on. This is the money side of work.

Some people have a lot of items that they want, which goes way beyond what they actually need for usual living. You could say that their desires are operating in '**overdrive**' with a '**wish list**' of wants that is out of proportion with their ability to deliver those wants.

When this happens, a gap occurs which is unfulfilled wants.

If someone wants something badly enough and cannot have it, **negative feelings** disappointment, failure and despair are created.

The **curbing** of these wants is the responsibility of each of us with some individuals being more effective than others in deciding what they think they want.

The **second** reason people work is for social interaction with other people on a regular basis. By conversing and sharing points of view and experiences with each other, employees create and maintain a social network outside of their homes.

Friendships develop, work relationships are built and the possibilities for **productive work** are created. People work best when they are happy in their work environment and are working with a group of people that they feel comfortable with.

Work also gives them another link into the outside world in addition to their family and friends.

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## Employees want...

### What do employees seek from their job?

Even though people are different in various ways, **we all share** some common things. In addition to the elements of friendship, togetherness, sharing, and being part of a team, we often want other people to value our individual contributions to this world and its people.

Work is a useful vehicle to achieve this objective. People can show the world just what they can do and what they are made of.

By '**doing a good job**', people can gain a sense of contribution by producing things that are of value to others.

This concept relates to another, which is that people want to be '**needed**'. If we think that we are needed by other people, then we feel important as we believe that we would be missed if we were not here doing our task or job.

The concepts of 'wanting to make a contribution' and 'wanting to be needed' are emotional issues that are personal to each individual person. Even though these elements are common to most people, the degree to which people actively **seek acknowledgement** of their work contribution or extent to which they feel needed, will vary from one person to another.

Being able to recognize the **needs and wants** of employees gives you the opportunity to help satisfy these issues and create co-operation and harmony in your team.



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### What our job means to us

People often talk about their **job** in terms of the type of work they do and how much they get paid.

Another important aspect is the **social side of work**. For most people, work occupies a large portion of their time, which is spent in the company of fellow employees and bosses.

In some firms the general atmosphere is friendly and sociable, but for many small businesses the **work environment** is cold, distant, individual, "dog eat dog" and not satisfying nor stimulating for employees or owners.

This is a tragedy as I believe that **given a choice**, people prefer to work in friendly environments where team members feel free to discuss their views and readily help one and other to do their work.

Where employees are given tasks and situations where they can apply their talents and skills in a meaningful way, the result is useful work being done for the business in a mutually beneficial atmosphere of **co-operation** and **harmony**.

If your work place could use some improvement, **do something about it... now**.



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## Unhappy home life

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There are many drivers of human behavior with **home** being one such driver.

Home is an **important** place as it is where we live with our family. It is also significant in that it is where we **develop** and grow from an infant to a child to a teenager then on to young adult.

From there we move into mature adult and older adult. Even though **work** is mostly a feature of our young adult, mature adult and part of our older adult lives, our family group is the **constant theme** in all stages of our lives.

Homelife is an **ongoing influence** of that part of our daily lives that we fill up with work. Therefore, if our household is safe and secure, friendly and welcoming and has people in it that we respect and love, then it is a **great platform** for us as we venture into the world of work.

On the other hand, if where we live is **troubled**, where arguments and ridicule are dominant events, where fear is used to **control** us and other members of our family, then home is not such a good place.

It does not provide the stable and **nurturing** environment that we need as a basis for us to enter relationships with people outside of our household, such as in the work situation.

When our homelife only partially fulfills our **need for learning** how to interact with the outside world we will not be equipped socially and not have the knowledge and skills of **how to behave** in certain work situations.

This is where a lot of people, especially young people, find it hard as they can become **subject to ridicule** where the group thinks of them as different or ignorant of group norms.

The negative reactions from group members can be **devastating** for younger employees as they don't really know why they have been excluded from the group.

Sometimes when this occurs, the affected person will modify behaviors to suit the group, **rebel against** the group creating further disharmony or leave the job. These events can play a significant role in **shaping** the young person's view of work, both in the present and long into the future.

If our home is a continuous **battle ground** then some of the conflict will

overflow into the work place. If a person is degraded at home then work behaviors may see the person trying to regain some measure of **balance or self esteem** by being dominant over other people at work. It could go the other way where the person is submissive and plays out the family member role at work.

There are many **different reasons** for behaviors which are beyond the scope of this article, however, it is useful to consider that the activities happening at work may not be the only issues driving the behavior of your team.

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## Human resource ... a great asset

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Your *human resource* assets (employees) are an essential ingredient of the business.

The people that work for you create your **business culture** which can be described as the collective set of behaviors and **beliefs** that get expressed within your business.

It also includes the values and beliefs of the owner of the small business. The people surrounding the business including customers and suppliers also have an **impact** upon the culture of your business.

What are the main **guiding themes** that run through your business?

What are the **core** human resource values that you convey to those around you?

Business culture **starts at the top**. As the owner of your business, your actions and words have shaped your business culture as you have provided the example for your workers, your human resource, to follow.

**Employees** are always watching the boss and are very smart at picking up signals that give clues as to how the business functions at senior levels.

The culture of your business is a **special living thing** that speaks louder than words. It can be repaired if it is not quite right and it can be created where a new venture is being launched.

[More about team building...](#)

[See our team building book, click here](#)

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**Discover the four "power"  
skills that can stop you cold, or  
lead you to greatness...**



...and learn how to get the equivalent  
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**320 hours of comprehensive  
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**on mastering these four essential  
skills**

**in just 4 to 8 hours**

Announcing a communications course unlike  
any learning system ever created

**A course to...**

- **quickly and efficiently absorb thoughts, ideas, and feelings by becoming a more effective listener and reader.**
- **express yourself with powerful new speaking and writing skills.**

Giving you strength in:

- effective **Listening** ✓
- efficient **Reading** ✓
- powerful **Speaking** ✓
- professional **Writing** ✓

**Super Benefits:**

- Supercharge your communication skills.
- Build your confidence in all situations.
- Eliminate feelings of embarrassment, fear, and guilt.
- Increase the value of your marketable skills and your "human asset" value.
- Gain supreme power and influence with others.
- Raise your self-image and enhance your self-esteem.
- Reach new heights of success and achievement.
- Advance your career or business.
- Unlock the door to a prosperous, satisfying future.

Let's take a tour of Four Power For Greatness to learn how you can build your communication skills. ...unless you don't want to actualize your dreams and unlock the door to a prosperous and more satisfying future.

[Click Here and let's tour Four Powers For Greatness...](#)



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# Small Business Team Building

## Leadership Qualities - Team Building

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### Leadership qualities for effective team building.

As leader, you need to lead your employees **all the time**. Your workers need to be able to rely on your leadership qualities during the hard times and good times. Through the ups and downs of business life of which there are many, as the world of business is dynamic and always changing.

It is your job as leader to **keep the ship afloat** when all around you other businesses are going to the bottom. It is often just you, on your lonesome, driving the business forward through choppy and often uncharted waters.

This is the essence of leadership...to be the one who **creates the vision**, gets everyone on board and garners the spirit and support of the people around you.

To be **decisive** when decisions are required.

To act when **action** is called for.

Also, to manage the ups and downs of personal relations within your business as from time to time people disagree and are in conflict with each other. You as leader need to show leadership qualities. To be the umpire, to listen and offer a way **through the fog of life**.

The ebb and flow nature of groups of people means that people will come and join your team whilst at the same time others may be leaving. This circular movement both into and out of your firm is a **natural cycle**. The main thing is to manage this process the best way you can to avoid disruption to your business.

**Do your best.**

.....



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Give your team a **team building project** they can enjoy working on together. At the same time, do something useful for your business.

It will **improve** your team members' ability to **communicate** with each other, not to mention with your customers.

Give them the **opportunity** of creating a new web site for **your** business. Even though you may already have a web site, think of the extra sales you could make if you have another **marketing stream**.

Your **new site** could be a themed site which provides information on one aspect of your business and feeds traffic into your main web site. After all, it is traffic that leads to **new** customers and **increased sales** and greater **profits**.

If you have a small team, then each person could take on a particular task. For example, web site structure, front page design, creation of interesting information about your business, product list, maintenance of site and so on.

Make sure you have people to keep the project going after the initial set up.

Have some **fun** and build a profitable site at the same time.

To get you started, **Site Build It** offer all the tools you need to create a web site and will host it for you. Small Business Team Building is brought to you via Site Build It.



You need traffic into your site. See how Rosalind Gardner, a Super Affiliate drives web traffic.



does it, [Click Here](#).

Read the **amazing true story** of how one woman, with **no previous business experience**, earns **400,000+** per year ... selling other people's stuff online! In her down-to-earth, sincere and often humorous style, Rosalind Gardner guides you through the entire process of building an affiliate marketing business on the 'Net. In **270** + pages, and **more than 73,000** words, you'll learn how to pick the best programs, negotiate a commission raise and **save time, money and effort** on everything from affiliate software to web hosting. **To learn exactly how she**

Here is a great way to create ebook covers.



**New simple-to-use software tool ...**

**"Puts Dozens Of Stunning eBook Covers At Your Fingertips And Eliminates The Need For Graphic Designers"**

(Give it a try today and walk away with \$577 worth of Bonus Gifts!) [CLICK HERE NOW](#)

Team Building Today newsletter is written in easy to read **small business language**, and is designed to help you build your team.

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"I've asked my staff to listen to **Four Powers**. We're in the commodities investment management business and our communication skills, especially for listening and reading, must be top-notch. **Four Powers For Greatness** is an all-around great course: quick, thorough, and well organized." Peter Kordell, Slipka Trading Company

"I was surprised at the

**Discover the four "power" skills that can stop you cold, or lead you to greatness...**



...and learn how to get the equivalent of

**320 hours of comprehensive instruction**

**on mastering these four essential skills**

**in just 4 to 8 hours**

Dear Friend,

**Four Powers for Greatness**, by [Professor J. Michael Bennett](#) with segments by [Paul R. Scheele](#), can help you

- build confidence in all personal and business situations ... eliminate feelings of embarrassment, fear, and guilt
- increase your income
- improve the quality of your life
- raise your self-image
- get better grades
- enhance your self-esteem, and
- help you reach new heights of success and achievement.

**So, what are the "four powers" for greatness?**

They are simple things you do every day...

**When performed poorly** they steal your time, stifle your results, blow important deals, disguise opportunities, and undermine relationships. However...

**When performed with skill and effectiveness**, these four daily actions give you supreme power and influence with others, create a tremendous competitive advantage, maximize your time and efforts, advance your career or



quality of the content in **Four Powers**. It is a thorough resource."

James Sorensen,  
Minneapolis,  
Minnesota

business, and fill your life with wealth and happiness.

The Learning Strategies Corporation **Four Powers for Greatness Personal Learning Course** provides all the knowledge, skills, and strategies you need to become a world-class communicator ... faster, easier, and more efficiently than any other method we know.

Your guide toward personal greatness is J. Michael Bennett, Ed.D., or "Professor Bennett," as his university students affectionately have

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PhotoReading: the best selling reading program in America today!

**Welcome to PhotoReading where Speed, Comprehension, and Enjoyment are just the beginning...**



PhotoReading's unique way to **process and understand large volumes of information quickly and efficiently**—without speed reading—wins praise from people wanting to get on top of information.

"Thinking at 25,000 words per minute" wrote City Business

"Evelyn Wood wouldn't do it this way" wrote Boston Globe

"A breakthrough method using your subconscious" wrote Success Mag.

"A shovel for the mountain of paper" wrote The Business Journal

"Right-brain reading lifts info overload" wrote Calgary Herald

**If you want to:**

- read more easily with better understanding
- **improve your memory and sharpen concentration**
- increase your productivity
- **Invent whole new perspectives and approaches in life**
- propel yourself to new levels of personal performance
- **enhance your intuition and develop your true potential**
- create more time in your day
- **catapult yourself into a bright future**
- **Get through information at least three times faster!**

**Then take a quick tour to PhotoRead at 25,000 words a minute**

Hello. My name is [Peter Bissonette](#), president of Learning Strategies Corporation. I am fortunate, because I know how to do something that may cause you to salivate. **I can consume vast amounts**



PhotoReading has appeared nationally on hundreds of radio shows, including network broadcasts, and many television shows:

- CBS News
- The All News Channel
- "Science Frontiers", which aired on The Learning Channel
- "The Learning Revolution", which aired on TPN
- "Spotlight America", with Robb Weller, which aired on many channels, including Discovery, The Learning Channel, Home & Garden, The History Channel, and, of all places, Comedy Central

Today you will see PhotoReading featured nationally on "American Breakthroughs". PhotoReading is also featured on the "American Breakthroughs" radio program.

of printed information with the same ease as drinking water. And, if you are willing, I can easily teach you.

Portions of what you are about to read will probably seem beyond belief. Let me assure you it is all true. And, if it is true for someone, then maybe it can be true for you. I just ask that you humor me and read this entire letter that begins on the next page if for no other reason than to see what the commotion is about.

[Click Here and I will tell you about it...](#)



"30 books a month. Every month since I learned PhotoReading 1-1/2 years ago." Mike Kilgore, Clearwater, Florida

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**This ancient Chinese "practice" can take away stress, pain, and sickness from your body at speeds that will amaze anyone...leaving you with more energy**

You have seen people on television who could heal others with their touch. Or people who could pass healing energy to other people.

Introducing the **Spring Forest Qigong Personal Learning Course.**

Finally, you can learn to make use of this healing energy that many say results in modern-day miracles.

A respected Medical Doctor at the "University of Minnesota Medical School" writes about Spring Forest Qigong...

"I would place this **equal in importance** to the incredible and simple discoveries in the forties called **antibiotics** and in the fifties called **immunizations**."

**Do you suffer from...**

- General pain: neck, shoulder, knee, postoperative pains, arthritis, joint pain
- Migraine headaches, sinus problems, allergies
- Spinal problems
- Weight Control
- Hearing or sight problems
- Female or male organ problems
- Kidney or liver dysfunction
- Strokes
- Glandular dysfunction such as thyroid problems
- Anxiety
- Diabetes problems
- Gall or kidney stones
- Heart disease: heart attacks, congestive heart failure, recovery from heart surgery, and general heart dysfunction
- Circulation problems
- Depression
- Cancers
- Lung problems
- Digestion problems
- Autoimmune dysfunction such as AIDS and lupus

- Bone marrow problems
- Mental disorders: post traumatic stress disorder, panic attacks, addictions, obsessive/compulsive disorder, hyperactivity, dyslexia
- Comas
- Stress

See the incredible details on the next page...

### Amazing Testimonials - Medical Endorsements

It is absolutely true: you can learn to alleviate pain and sickness from your body using an easy-to-follow method from China.

We spent the years working with a master from China to develop a breakthrough personal learning course called "Spring Forest Qigong."

Wait until you read what may seem like medical miracles in the next few pages and see the endorsements from the doctors who support this course. Even Dr. Neil Kay, a medical doctor and cancer researcher from the famed Mayo Clinic, strongly recommends Spring Forest Qigong.

Researchers say that "almost everyone can learn Qigong exercises for maintaining health and self-healing."

If you have any health issues, if you would like to be less susceptible to the flu or colds, if you would like to bathe your body in healing energy, or if you would like to be free of pains, then read the letter beginning on the next page.

No one can guarantee your results, but the testimonials, review of scientific studies, and six-month guarantee make it worth a few minutes to explore Spring Forest Qigong by Master Chunyi Lin.

[Click Here to find out more about Qigong.](#) We'll take you on a tour of Chunyi Lin's Spring Forest Qigong and how to use it in your life.



"Like Yoga, Qigong teaches you to balance energy in your body. Master Chunyi Lin has developed an easy-to-follow program that will allow you to incorporate the health benefits of Qigong into your daily life."

Deepak Chopra, M.D.  
Best-selling author of  
"Ageless Body,  
Timeless Mind" and  
"Quantum Healing"



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## Memory Optimizer

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### How is your memory?

We began searching for a memory expert because of the overwhelming demand from our customers, who wanted something different from the typical, complicated memory programs.

Are you like any of these people?

- A struggling student with problems remembering what was said in a class

### The big question: Why does your memory fail you?



Even the super smart claim a lousy memory!

How about you? Have you ever blamed your memory? Ever curse it?

That's about to end. We have captured new brain research showing how easily you can improve your memory. It is yours with the **Memory Optimizer**.

The only major Memory Improvement program that improves your memory by simply listening to it.

And, if you do the simple mental exercises, your memory improves even more!

**WARNING:** The **Memory Optimizer** is not solely based on memorization using "associations" or "pegs" like most courses. While they can work they are often tedious. Memory Optimizer is different. You need far more than memorization. You need to use your memory more effectively.

### You need to...

#### •Remember to do something

Send a birthday card; feed the dog; change the oil in the car. Personally, I have never forgotten to feed the dog, but I have fed Josie twice because I did not remember whether I fed her the first time! (But, no more!)

#### • Remember something from the past

What a customer said two years ago; the age of your washing machine so you can decide whether to fix or replace it; what your financial advisor said about investing.

#### • Remember facts

Dates, telephone numbers, PIN numbers, foreign expressions, and those awful Internet passwords.

#### • Remember sequences



- A frustrated manager forgetting where he put yesterday's report
- An embarrassed executive who often says to colleagues "It is news to me" even though he has already been briefed
- A mother not remembering where she put her daughter's birth certificate and other important papers
- A young man who always forgets his girlfriend's birthday

Lists, instructions, speeches, jokes, sheet music, directions...

• **Remember names, faces, and other personal information**

Birthdays, anniversaries, immunizations, past gifts, personal preferences, names of spouses...

• **Learn**

School concepts, computer sequences, work facts and figures, travel information, languages, and those endless projects around the house.

So, take a few minutes to [tour the Memory Optimizer](#).

When you understand how your memory works, and when you use simple brain-friendly techniques, you can vastly improve your memory to the point you will never doubt your memory again. Never. Ever.

Now, [click here](#) to see how...



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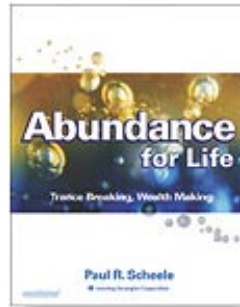
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### Manifesting friends and wealth

Dorothy Walden wanted to become a truly loving person, radiating love to all I come in contact with." She writes that she has "manifested friends from all areas of my

### Paul Scheele's Abundance for Life gives you...



**The secrets to having the things you want miraculously appear**

**And the mental processes that make it happen for you**

Dear Friend,

Call it **supercharged serendipity**, even **blessed luck**. It is when **things go your way** and all you can do is shout to the heavens, "Thank you!"

### We figured out how to bottle it!

We began sharing our findings in one of our retreats....

Charlotte Ward was there. She is co-author of "Simply Live it UP!" and an accomplished PhotoReading instructor who lives in Bethesda.

She was asked to participate in a network television show. The producer, who liked her work in accelerated learning, needed to see an audition video. But Charlotte had never been on TV.

We attempted to squeeze her in for a taping session with our video crew when she was here for the retreat, but we ran out of time. She flew home out of luck, or so we all thought.

You see, at the retreat she had opened a flow of abundance. Within a week I got an unexpected telephone call from a producer at WNBC in New York. They wanted to do a segment on PhotoReading. I said an instructor was already scheduled to be in New York for a class on November 7, but they wanted someone sooner.

*Eureka!* This would be perfect for Charlotte, I thought. In a heartbeat, Charlotte was on a train to teach a special class of law students for a segment in their "Today Show." She got the video she needed for the other network show!

life who really support me in the difficult times I am experiencing with my health." She is now feeling the healing power of love. Dorothy also wanted "a way of creating considerably more income." A real estate investment expert unexpectedly appeared to mentor her.



### **A prosperous career in music**

Since applying this system Ellen Lohneiss is preparing to leave her nine-to five job to be in music full time. Her CD is almost ready for release. Plus... "I notice that I am absolutely confident, calm, generous, and fine... I have not taken ANY aspirin or

When you open the flow of energy as our system will show you, health, wealth, abundance, and power come your way - automatically on their own, without your having to do anything more - all to serve you, to make you happy. Just ask Paul Scheele:

Right after the retreat a group wanted Paul to speak at their event for a multi-thousand dollar fee. But first the decision makers wanted video proof that Paul could massively inspire and motivate thousands of people. The video we had of Paul in front of large groups lacked pizzazz. They were not impressed.

Then, out of the blue came a call from a client who had purchased our programs years before. He wanted to book Paul at a different event with a thousand people. And not the usual six months or year away. In three weeks. Then he said the clincher, "This group loves to jump up and applaud." We could get the video we needed!

In a heartbeat, Paul and a video crew were on a plane. Paul had the audience on their feet multiple times cheering with wild abandon...in front of five cameras! To top it off, after Paul's two-and-a-half-hour talk, the participants literally ran to the back of the room where we had stacks of our programs. They bought \$151,000 in products.

**If you want that magical "stuff" to happen in your life...**

**If you want abundance flowing all around you...**

**Then...**

Go on a playful journey with [Paul R. Scheele](#), one of the world's leading mind explorers and principle developer of our courses. Lay claim to the power centers of your brain. **Accelerate your mental, emotional, and spiritual growth. Manifest in life all that you desire.**

On this journey you will find heightened self-awareness and new perspectives on life that will smooth rough edges, focus your intention, and tune your brain for a sudden upswing in the quality of your life.

This is a unique opportunity to play with profound turns of mind that Paul has been developing for almost 30 years. He brings to your course the most successful and popular processes to-date, weaving them into stirring material to help you maximize your potential. You receive an experience unlike any other.

In Paul Scheele's CD and DVD course, Abundance for Life, you will get...

### **1) The courage to build your life as you want it**

If you don't have what you want, you might think you don't have the

anything like that at all in almost two months!!!! Almost NO headaches at all... My breathing continues to be wonderful. Swimming easily with no inhaler needed. I remember gratefulness every time I take in a deep slow breath."



**"I have tremendous peace and satisfaction"**

Emil Polashek writes that since applying the formula, "I have tremendous peace and satisfaction in my life. There's much left to improve, and improve greatly (you'd be appalled by the mess in my basement), but I remain convinced that incredible reserves of mental capacity remain largely untapped, and I love knowing that I can

guts to get it.

In truth, you don't realize how easy it is to ask for it, be open to it, and receive it. If you're stuck in a trance of limitations and lack, isn't it time to break out? Isn't it time to awaken the health, wealth, power, and abundance that is yours for the taking?

## 2) A guaranteed blueprint for creation and manifestation

Some of my personal stories will simply blow you away! I've written about them in the another feature on the website along with those from others who have used this system. Follow our blueprint and watch out. What happened to Charlotte and Paul can happen to you. All that you ask for will start coming to you.

## 3) Strategies to get others to bend over backward for you

You are fooling yourself if you think you can go it alone. Creating abundance and wealth is far more than internal mental processes. You need to influence others to go along with you. Paul presents the most remarkable - and the easiest - strategies for getting support from others. These strategies outreach the usual NLP techniques you may already have been using. People will be saying, "Your wish is my command."

## 4) How to handle any problems that come your way

And you are double-fooling yourself if you think problems won't come because you will have "tuned into some universal energy." So we teach you to ask the "Miracle Question." If Charlotte had said instead, "I'll never get on national TV because I don't have a video," I guarantee you WNBC would never have called.

If Paul had said instead, "I'll never get those two speaking engagements," we would never have received that invitation leading to spectacular video footage and the bonus of \$151,000 in sales.

If you don't use this approach, you will continue to repel abundance as fast as you are right now. I can say this emphatically: if you had any idea what you had repelled in the past couple of weeks alone, you would be begging us for next-day delivery.

## Fresh-thinking, creatively explosive Paraliminls

The Main Course comes with 12 CDs (including four new Paraliminls, one being the longest in the history of Paraliminls at 54 minutes!) and a course manual that will inspire you and stir you to action.

## Plus! 8 more CDs including 7 meditations to nail fears that hinder abundance

The Deluxe Course also comes with a special package called the **Accelerator**. This includes seven meditation sessions, six specifically

continue to seek and expand on my ability to tap into those reserves."

addressing the six areas of fear that keep people in lack. Unless you address those fears, they automatically work to slow down breaking the trances of limitation. A question and answer CD stretches your mind beyond any limits you have been imposing.

**You see others experience the same Abundance for Life processes in a TV documentary**

**You see them change right before your eyes**

With the Deluxe Course, you also receive a DVD with an in-depth program designed to help you get more from your course. We brought in a top-notch television production crew from England headed by a longtime PhotoReader who has worked on important projects for Universal Pictures and BBC Television. Over a one-week period his crew followed people through the process of learning **Abundance for Life** and produced a documentary called "Awakenings." You can see where these people started their journey and how they transformed. **If they can do it, so can you!**

It took over four months - seven days a week - to turn 180 hours of video tape into this one-hour documentary. The DVD includes over two hours of special features. On one of the special features over 80 people who have learned **Abundance for Life** appear on-camera, one by one, to deliver supportive and empowering messages, similar to the experience you may have had with our Personal Celebration Series.

**The Deluxe Course has 4 more CDs interviewing some of the brightest minds of our time**

Because we want to give you every opportunity to increase your flow of health, wealth, and power, we created a special surprise for you. On these four CDs, authors and experts with whom Paul has collaborated through the years talk about their work and inspire you to greater heights. We hired one of the most renowned audio producers of all times, who has worked with Les Brown, Leo Buscaglia, Wayne Dyer, Harvey Mackay, Earl Nightingale, Norman Vincent Peale, Denis Waitley, and Zig Ziglar. We trained her in the learning philosophies and style of Learning Strategies, and together we frosted your cake of abundance.

**You receive an in-depth course that takes away all of your excuses. The reasons you haven't enjoyed the best life can offer melt away.**

I believe there is no other wealth-making course so effective as **Abundance for Life**.

We have purchased and listened to many of them. Although they give outward strategies for budgeting, how to open your own business, how to invest your money, how to ask for a raise, how to get out of debt, how to buy real estate, seldom do the listeners succeed. Why? Because the courses never touch on what Paul has assembled for you—**sound mental and spiritual principles that work in real life no matter your level of sophistication, education, or smarts. This works for everyone.**

Your course is complete. It is practical. It even comes with the Seven-Day Results Supercharger Path in case you are impatient and want **super-**



### **Abundant Love**

Caroline Levy is feeling "simply terrific, tremendous. Life is very full and truly good, with a depth and understanding I had not fully noticed before. More inner sense of well being, peace, expansiveness, connectedness. I've started writing a fantasy story. Don't know as of yet if it will be a short story or develop into a novel. Just writing and observing it unfold. Also I am in the midst of creating a board game using hundreds of unique tiles. My true

love, John, is the most interesting man with whom I am in complete harmony and love." She is experiencing, abundance "love, inner knowingness, and opening up of new avenues in my life that I never was aware of before."

**instant results.** And this course will be a joy to you as you awaken and explore your new world of health, wealth, power, and abundance.

For your personal best,



[Pete Bissonette](#)

President

P.S. [Order today right here on our secure website](#) or by calling toll-free 800-735-8273. If you don't notice a difference in your attitude immediately... If magic and serendipity don't begin flowing into your life before you complete the course... If you don't start experiencing abundance in your life within days... return it within 30 days for a refund of the purchase price. [Your satisfaction is guaranteed.](#)

[Finally, a wholistically-grounded Wealth-Making course to help you rewrite the script of your life to give you overflowing Abundance for Life](#)

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Abundance for Life Main Course	\$325.00	It's Risk Free!
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Abundance for Life Deluxe Course	\$525.00	It's Risk Free!
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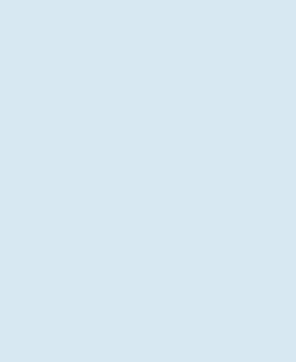
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## Genius Code

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### What if you could develop superior mental powers similar to those from the greatest minds of mankind?



Only the Mozarts, Einsteins, and da Vincis--a microscopic sliver of the population--seem to use their brainpower efficiently.

So stupendous do their talents appear to the rest of us, that we look upon such geniuses as **divinely gifted** beings endowed with what appear to be **supernatural powers**.

But are geniuses really so different? You would hardly think it by looking at their school records or job histories.

Dr. Win Wenger's 30 years of study shows that genius is not a result of genetic superiority, but of a pattern of mental conditioning. Which means, **genius is within your grasp**.

What would it mean for you if you saw increases in your IQ, memory, learning capacity, mental quickness, intuition, and creativity?

We believe the possibilities are endless.

- solve any problem
- accelerate learning
- recognize golden opportunities
- supercharge your personal confidence

If you truly want to unleash the awesome power of your "genius brain" then take the tour with Peter Bissonette of **Genius Code** today, because...

**You are brighter than you think.**

Now, [click here](#) to see how...





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**You can find  
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most pleasurable  
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You can now buy **Paraliminal CDs** guaranteed to help you:

- Energize in just 10 minutes
- Boost your memory in just 16 minutes
- Feel good in just 18 minutes
- Acquire a new behavior in just 24 minutes
- Change memories in just 30 minutes
- and more...

## Welcome to the new millennium where most anything is possible

Hundreds of thousands of people have **Paraliminals**, and they beam with personal triumphs. The break-through technologies of neuro-linguistic programming and whole brain learning coupled with over two decades of research and field work by [Paul R. Scheele, M.A.](#), have made it possible. (You may have seen him on CBS Television News or The Learning Channel.)

You can create a better life for yourself, and "you can do it" with **Paraliminal** recordings. These are not magical or mystical—they are simply the best, easy-to-use tools available today. As a matter of fact, call or email us personally if you have any questions about them. Read the [Introduction to Paraliminal CDs](#) and order today. Look for our special offers so that you can save money today.

When you get your **Paraliminal CDs** you will discover a new world of personal achievement. You will discover that you won't have to listen to your CDs over and over, because you will get results with each listening. We know you will be satisfied, and we will [guarantee](#) it. Order today, and we'll rush your satisfaction-guaranteed CDs via first class mail anywhere in the world.

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"I cannot believe how far I've come since listening to the Paraliminals.

"I've lost 45 pounds, and they are staying off. I've been eating less, and exercising more—and it feels natural.

"I'm in my 40's, and I am in school retraining for a better career. (Actually, I never had a career, just a series of jobs.) Plus, I have an interim position with a firm that has great potential for me.

"My self-esteem has improved dramatically, and I think more positively. I use to be depressed a lot, but I am not any more. No more self-pity for me. As a matter of fact, several people have commented on how much better I sound to them.

"I owe much of my successes to the Paraliminals and the support I get whenever I call Learning Strategies Corporation. It is great!"

Harold Jordan, Oakland, California

[Start your tour](#) and see how others benefitted by the unique power of the Paraliminal recordings.

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## How to successfully overcome any challenge...at will



**A new breakthrough allows  
this guaranteed claim.**

**It is worth your look right  
now.**

If you have ever said:

"I want to push forward and succeed,  
but it doesn't happen the way I want."

Then, someone took your genius away.

Reclaim it now.

(While there is still time)

Hello. I'm [Pete Bissonette](#), President of Learning Strategies Corporation. I'm privileged to have witnessed the discovery of two powerful forces alive in each of us. One is called a "model of success" and the other a "model of failure." One or the other is usually at play in our lives, which explains why our lives can be filled (or plagued) with ups and downs.

When the "model of success" is playing, everything goes your way. I mean everything.

Paul Scheele discovered how to stop the "model of failure" and how to turbocharge the "model of success" in our lives. We call it Natural Brilliance.

If you want the "model of success" then take the Natural Brilliance tour with me.

You will discover how:

- Life becomes smoother and more fulfilling
- Proverbial mountains shrink to molehills
- Relationships become more meaningful and rewarding
- Change becomes effortless and easier
- Stress drains from your life
- Goals are achieved, again and again
- Euphoria becomes a way of life

[Click Here to release Natural Brilliance in your life.](#)



### He "almost doubled" his income in one month

John Broome, a businessman from Centurion, South Africa, had stunning success and immediate results that he attributes directly to Natural Brilliance. In his first month after using Natural Brilliance he said he "almost doubled" the income of his previous best month!

He writes, "Success just seems a bit easier to attain. My creativity seems better, and I have plenty of new business ideas. It is great to be able to relax instantly."

[Start your discovery of Natural Brilliance now.](#)

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## Boundless Renewal

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**Embrace the power of reflection to rejuvenate, attract, and achieve**

**"Courageous conversations with yourself is critical to fending off the negative effects of speed in your life," says Bernie Saunders, co-author of Boundless Renewal, "especially if you truly want success at work, at home, and at play."**

You can use this innovative and inspiring course to find the wherewithal to repeatedly refocus your energy in a positive and meaningful way. This is vital if you exhibit any of these symptoms—to any

## Rejuvenate . . . Attract . . . Achieve

### How to keep the speed of life from wrecking your life



**Do you remember the ad "Speed Kills"? In addition to driving and drugs, it should be updated to include the velocity of modern life. It ages you and makes life difficult.**

Granted, breaking the speed limit and the sound barrier do seem to be part of human nature. And you wouldn't rush if you weren't somehow benefiting. The question is, "How can you keep the benefits that come from multi-tasking yet **be happy, relaxed, healthy, and fulfilled?**"

We do have a win-win for you. First, consider a few questions to see if you are suffering from the draining symptoms of speed living:

**Are you overwhelmed?** Are you often tired? Do you find it increasingly difficult to stay on top of things? Prioritizing doesn't seem to make a difference? Are you always trying to catch up? Has life lost its luster?

**Do you feel burned out?** Fatigued a great deal of the time? Does it take you a long time to restore positive energy? With everything you have going, is there relief in sight? Does your schedule hurt your health and well-being?

**Do you experience yourself as disengaged?** Have you limited your involvement in activities you once enjoyed? Don't feel as if you have any more energy to give?

**Might you be experiencing rustout?** Do you have diminishing or little ambition? Does being the "ostrich" with its head in the sand sound appealing? Are you only doing time at work? Are you using your energy to stay undiscovered?

**Is your life out of control?** Calendar full? Papers in piles? Laundry overflowing the hamper? Bills overdue? Do you have conflicting appointments? Are you rushing everywhere yet often late?

If you answered "Yes" to any of those questions, this letter offers what you need to manage the tremendous number of demands bombarding you day in and day out. As Bette Davis said in the movie All About Eve:



degree—of 1) overwhelm, 2) burnout, 3) feeling disengaged, or 4) rustout. There is nothing to be ashamed of, because those symptoms are simply the by-product of life's increasing speed and stress.

A few of the benefits Bernie's clients report who go through the Boundless Renewal processes in individual sessions or workshops include:

- expand your possibilities for success
- maintain a balanced and fulfilled life
- strengthen and express your creative imagination to produce tangible results
- live your dream, instead of just dreaming
- make a difference in your world
- achieve your goals with more ease and less stress

You are not too young or too old to reap the benefits of this uniquely effective course.

## "Fasten your seatbelts, it's going to be a bumpy night"

The rate of change in our world is phenomenal. The sheer velocity of life and work is not slowing down. Look at your life:

You probably live with never ending "to do" lists, errands, projects and meetings, with less time but increased expectations of doing even more. Rushing to the movies but waiting in line. Computers never fast enough or running out of memory. Traffic too slow. Calls backing up on your answering machine and an overflowing inbox of email messages.

It is true that with the fast pace of our technology we can accomplish many tasks in a shorter amount of time. But doesn't "compacting time" make you feel fragmented, saturated, and disconnected?

David Bohm, Professor of Theoretical Physics at the University of London, paints this dark picture: "Fragmentation is now very widespread. Not only through society but also in each individual, this leading to a kind of general confusion of the mind, which creates an endless series of problems and interferes with our clarity of perception so seriously as to prevent us from being able to solve most of them."

### **INTRODUCING: Boundless Renewal, an innovative method to undo fragmentation, saturation, and disconnection.**

Maybe you're thinking you don't need it. As a bright, competent, successful person you naturally say to yourself, "Hey, I know what I'll do. I'll go faster in order to catch up. I'll figure out how to manage. I'm in charge. I'll get my life and work under control, and later I'll slow down and relax."

But will that ever happen? You cannot slow down by doing the same old thing. You have to do something different.

### **The Secret to Ultimate Success:**

**Keep up with the demands on your time and still keep time for yourself**

But how? **Boundless Renewal** co-authors [Bernie Saunders](#) and [Paul R. Scheele](#) will lead you through a remarkable series of mental processes that are effective shortcuts to the success you desire. During one process that you may find especially meaningful, you will

1. Recognize **your natural gifts and talents**,
2. Identify **your life's purpose**, and
3. Put your **unique** gifts, talents, and purpose into **action**.

One of the major causes of struggling to get things done or to learn something new is limiting your natural gifts. When you put limits on what you can do, you deplete your energy.



**Your mind is powerful if you free it.** Shinichi Suzuki, the renowned Japanese violin teacher, showed he could teach a child to play the violin to the level of a concert artist.

And, you are never too old!

Clients of author, trainer, and acclaimed artist Bernie Saunders (more about Bernie, by the way, in the enclosed brochure) started playing the cello at age 50, wood carving at 60, running marathons at 64, opening a business at 75, and writing books after the children left home.

What do you want to do?!

### **Dreaming is the most powerful predictor of success**

Researcher Paul Torrance asked a group of eight-year-olds what they wanted to be when they grew up. After 25 years he revisited the group. Those who had known what they wanted to be had actualized their dreams with **"extreme satisfaction and high achievement."** Furthermore, Torrance found that a clearly stated dream at age eight proved a better indicator of success than grades or test results.

So dream. Dream of what you want, and you will be much more likely to achieve it. Dream, following Bernie's guidance, and surprise yourself.

### **Can that be all there is to it?**

Two things to consider: First, dealing with any negative or self-limiting emotions will **make success easier.** You can use **Boundless Renewal** to help unblock and balance your emotions.

Second, Bernie and Paul suggest developing "high intrapersonal intelligence." In other words, build a greater awareness of your inner self. With **Boundless Renewal** you will learn:

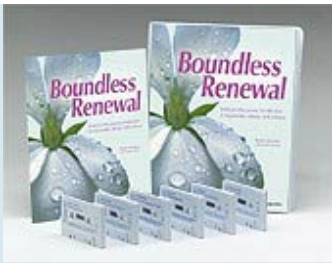
- FOUR traits of people who have developed high intrapersonal intelligence,
- SEVEN outer influences that interfere with your intelligence,
- ELEVEN inner ways you can sabotage or support your intelligence, and
- What you ought to do personally.

All of this to find out what stands in your way...to develop strengths and manage limitations...to smooth the ruts in your life and convert routine into surprise and excitement...to **make your life extraordinarily worthwhile.**

Until and unless you know your own strengths and limitations, know what you want to do and why you want to do it, you cannot succeed except in the most superficial sense of the word.

"The willingness to tell ourselves the truth is indispensable in maintaining a healthy, meaningful life and work stability." Bernie Saunders





**Boundless Renewal** helps you acquire and use this self-knowledge. By embracing the power of reflection, you will rejuvenate...attract...achieve.

### Your course includes 6 audio sessions

Listen to Bernie and Paul to awaken your passions, to increase your energy and mental clarity, to discover your deepest dreams and activate your most effective drivers.

Your **Boundless Renewal** comes on six audiotapes. For a small additional fee you can also receive six CDs—this gives you complete flexibility to listen to the program wherever you are.

### You receive a Course Manual

A stunning 56-page course manual will help you sort through what you've learned from the engaging mental exercises of **Boundless Renewal**. It is also a great way to review the course, which we suggest you do periodically to keep your mind and life in tip-top shape.

### ...and a Reflections Journal

You could learn more about yourself through this course than anything else you've ever done. It could become a journey to the most profound, most personal desire of your heart. You see, when you're busy being busy, you gradually lose track of who you are. You can uncover the layers to renew yourself from the inside out and protect yourself from the ravaging effects of a rushed life.

One more thing: Bernie will guide you to form an important question and lead you through a process to find your fundamental answers. The journal will help you. Here are questions that others in Bernie's workshops have posed:

- What in my life is unclear, uncertain, or challenging?
- What is missing in my life?
- What is my life purpose?
- Who do I want to become in life?
- What activities would add more fun in my life?
- What kind of car would be best for me?
- What kind of relationships do I want?
- What do I stand for in my personal life or in my work?
- How do I want to express my creativity?
- What do I need to do to make my life more meaningful?
- What kind of neighborhood would be best for me and my family?



## ...and a Brand New Paraliminal Learning Session

Paul Scheele has done it again. I've been listening to Paraliminals since we published the first back in 1988. I am continually astounded at the results I get from them. He somehow crafts these **pleasurable journeys** into the inner resources of the mind. Such elegance.

The new **Boundless Renewal** Paraliminal session will help **thoroughly integrate your learning and experiences** from the course for a lifetime of benefit. Paul says to listen to this session once a day while doing the course, but if you are like me, you'll probably listen to it many, many more times.

**You're getting an extra surprise** with the course: a music-only version of this Paraliminal session. Listen to the regular version in private, and the music-only version any other time (for instance, at the office) to trigger a similar response of rallying your inner resources! I can't wait to hear what you think of the music-only version.

## A Secret Tool

**Resist opening one package that comes with your course** until Bernie gives you the go ahead. It is part of a breakthrough process that is the cornerstone of the course. This secret tool is so powerful and enthralling it is already in the executive offices of many corporations—and it is being used with patients in healthcare settings.

You will get greater results from the course if you don't know what it is until later. It is not a book, pamphlet, CD, or tape. It is unlike anything we've sent any of our customers or clients. If you are not personally struck by this secret tool, then call me when you finish the course. From my experience and that of people who have attended Bernie's workshops, this secret tool will help you be fully prepared for the demands of the moment and the uncertainty they bring.

## 30-day Satisfaction Guarantee

Bernie and Paul's processes are **surprisingly simple**, yet profoundly powerful. If you do not find your life going swimmingly better, if you are not **accomplishing more** with **less stress and greater satisfaction**, simply return it within a month for a full refund of your purchase price.

You can use the insights and strategies risk-free to bring greater **emotional, intellectual, and spiritual balance**—and all of the physical manifestations they attract—to your life.

**Eagles soar with precision and grace.  
So can you**

Don't let speeding through life wreck your life. You can achieve all you desire without resorting to incessant flapping. Choose to soar.

The breakthrough processes of **Boundless Renewal** can bring you into the "emptiness" that Chunyi Lin teaches in Spring Forest Qigong. It can help activate the ImageStream that Win Wenger talks about in Genius Code for creative problem solving and higher intelligence. It can help build a connection with your inner mind to activate books from PhotoReading.

**Boundless Renewal** will give you clarity to **rise to the top** of your profession...the wherewithal to achieve **financial independence**...the patience and understanding to **build lasting relationships**... Will it do it all for you? No – but with it you can clear the way to make your life successful

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For your personal best,



[Pete Bissonette](#)

President

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How will your life be different when you know, with absolute certainty, that you cannot fail?



**If you want to awaken your natural guidance system to happiness, success, and long life, then you must have...**



**the powerful "Mental Strategy" that separates those who *thrive* from those who *dive***

Dear Friend,

Plan on a **quantum leap that will give you the definitive, competitive edge** for:

- record income in a weak economy
- the strongest and most joyful relationship with loved ones (almost to the point of being envied by others)
- unbounded creativity and problem solving to excel at your job or your passions
- unsurpassed productivity leading to more money, more influence, or more time to do what brings you happiness, respect, and recognition by your friends, peers, or community
- calm, security, and peace of mind

First, recognize that sociologists say we've moved from the Age of Information into the Age of Change. Instant and constant access to landslides of information will never end. It has snowballed to the point that information creates change at rates faster than at any point in our history. There is nothing we can do about it. It is in perpetual motion. So, **capitalize on it!**

You have a rare opportunity to do what few could do in the past: use change to generate power with eye-spinning speed. Power has always been wielded by those with the information, but information has been unleashed to everyone. It is time to put your turbines on the river of change.

Think of a goal you have right now. Think of something you absolutely want. **What would you like beyond anything else?** Follow the advice in this letter, and you will attain it faster and easier because you will embrace change.

**But heed this warning:** the more change you experience, both positive and negative, the greater the risk you will have an accident or get sick.

There is an eye-opening chart that shows 43 types of change such as death of a relative ... earning more money ... birth of a child ... change in

diet ... catching a cold ... buying a house ... trouble at work ... parking ticket ... even taking a vacation! Each event is rated with a number. You can go through this chart and tally up how much change you've experienced in the past year.

If you score over 300, there is an 80% chance you will suffer an accident/ or an illness within 12 months.

While those are high odds, you need to know that the other 20% who will not have an accident or illness share three singular traits. There are specific and identifiable reasons why some people keep themselves safe in spite of change. You need to know these if you are going to thrive in the new Age of Change.

**With little or no effort, you can...**

**Let change AUTOMATICALLY propel you to new heights (while it hinders or stops nearly everyone else you know)**

Combine the idea of protecting yourself against the adverse effects of change with the idea of using change to get more of what you want. For this discussion, we will call the combination "resiliency." Here's the great news for you:

**The ultimate solution for dealing with and capitalizing on change, uncertainty, and other problems is already inside you.**

**You were born with it. Now find out how to activate it.**

You have built-in – as does every human – capabilities of resiliency. Turbines for the river.

Resiliency helps **you recover quickly and thoroughly from change**, and it helps **you bounce back from any adversity**. High-level resiliency helps you **come out of the situation stronger and farther ahead**.

Apply resiliency to any area of your life and you have...

**The proven formula for getting more done, of higher quality, in new ways, with less help, in less time, with less money, in a constantly changing world.**

Let me share with you an extraordinary story...

### **Creative Breakthrough or Mental Breakdown?**

Researcher, educator, and author Dr. Al Siebert is a survivor. He became interested in survivor resiliency after experiencing his own traumatic life-changing event. While finishing his doctorate in clinical psychology at the University of Michigan, he realized all the focus of his training for entering the mental health profession had been on diagnosing and treating mental illnesses. He had not been given one lecture, much less a course, on mental health. That realization stimulated him to look at the profession from a different perspective.





Al was one of only three psychologists in the nation awarded a post-doctoral fellowship at the famous Menninger Foundation, which encouraged **out-of-the-box thinking**. Al was ecstatic.

In due time he explained to his instructors the theory he was developing about "how the perception of mental illness is mostly a stress reaction in the mind of the observer." But listen to this: "They declared that my ideas were symptoms of mental illness and canceled my fellowship. They didn't stop there. They claimed that my thinking was psychotic and had me locked up in the local VA psychiatric hospital."

Now, you can imagine how this turn of events confused Al. The Menninger Foundation had an international reputation for being outstanding psychologists, but as Al says, "they couldn't tell the difference between a creative breakthrough and a mental breakdown."

Al dug deep into his own inner resources, "What do you do when you lose your job because the people in power can't tolerate your ideas? What do you do if you are at risk of being locked up in a mental hospital if you speak out about how to improve established practices? What do you do when people in authority spread false rumors about you? What do you do when the path you've been following leads off a cliff and there's no one to catch you?"

How Al responded to great adversity gave him strategies to carve a special niche for himself. His discoveries about survivor resiliency made him an international authority and have helped countless numbers of people turn their worst nightmares into their finest hours.

Al's first priority was to find ways to handle his new reality. He had to learn how to survive in a dangerous world. His trauma sent him on a brave path. He began studying survivors.

Al Siebert began interviewing Holocaust survivors, Bataan Death March survivors, ex-prisoners of war, cancer survivors, and thousands of others including survivors of the World Trade Towers and the Pentagon terrorist attacks. He lived with some of these people to understand their deepest motivations and uncovered their **astonishing lifesaving mental strategies**.

He has since become the world's leading authority on resiliency. He has uncovered the five key levels of resiliency. Although each of us possesses them to one degree or another, the most resilient survivors live by them.

### **Almost superhuman**

Twenty years later in the early 1990s, Dr. Al Siebert made waves in psychological circles with his brilliant best-selling book, **The Survivor Personality**. He revealed that some people have a combination of traits that make them almost superhuman. They are able to do much better than the average person at surviving and thriving. (Incidentally, we've used articles by Al in the PhotoReading seminars since 1986 because of his insights into making changes.)





In the 10 years since the book came out, Al has demonstrated that anyone can be highly resilient if he or she exercises the traits of the survivor personality. His breakthrough came in learning that all people—you included—have these traits built into their psyche.

### And then Oprah Winfrey called

After Al Siebert developed his resiliency protocol, he took his message on the road. He was interviewed hundreds of times on radio and television from the huge shows such as **Oprah** to the small stations in Your Town USA. He has been featured in prestigious publications from **Prevention Magazine** to the **Harvard Business Review**. He works relentlessly with this consistent, encouraging message:

**It does not matter...** if your car suddenly breaks down on the highway... if your kid has problems in school... if you lose your job... if insurance costs rise higher than your paycheck... if a burglar ransacks your home... if you can't get something working right on your computer... if your competition comes out with a better product... if you lose your bid for public office... if your house floods... if dinner burns... if you can't find your car keys for the zillionth time... **You can deal with the adversity with less stress, complete and confident composure, and the certain knowledge that everything will be all right.**

Government agencies up and down the east coast called on him immediately after 911 because of his keen intellect and practical insights. Though he lives in Portland, Oregon, he maintains a busy schedule training public employees in Washington, D.C.

[Al Siebert](#) and [Paul Scheele](#) collaborated to shield you from the negative effects of change.

For over two years Al worked meticulously with Paul Scheele, co-founder of Learning Strategies, to further improve his discoveries. They introduced subtleties and distinctions in our new personal learning course called **Resiliency** so that YOU can **increase your inner strengths** of character, so you can survive anything from the mundane annoyances of everyday life to unexpected catastrophes—intact, **sure-footed, fast.**

As a result, you can develop the following crucial 10 skills exhibited by highly resilient survivors. You learn to activate them through a series of captivating processes and four new Paraliminal sessions. They become automatically available to you day in and day out so you can...



## How to turn Misfortune into Good Fortune

Imagine turning a tragedy into wealth—automatically, without thinking.

Imagine sustaining your well-being in circumstances that make others sick.

Imagine living with peace even with the uncertainties of today's world.

That's turning misfortune into fortune, and thanks to 30 years of ground breaking work by Dr. Al Siebert, Paul Scheele is able to bring you strategies powerful enough to transform your life immediately and forever in the Resiliency personal learning course.

Look at a few eye-opening and inspirational stories featured in the course. These people's misfortunes might flatten the best of us, but high level resiliency kicked in to generate phenomenal good fortune...

Marion Brem's husband of 14 years left her and two young boys heavy

1. Sustain your health and well-being in circumstances that make others sick.
2. Bounce back, with minimal or no pain and suffering, when your life is knocked off track.
3. Cope with unfair developments in an effective way.
4. Break free from childhood prohibitions that can prevent you from coping well with unwanted events.
5. Avoid reacting to adversity like a wounded victim.
6. Increase your self-confidence for handling non-stop, disruptive change.
7. Protect your energy when working with negative or dysfunctional people.
8. Work effectively without direction from others.
9. Thrive in times of extreme change that overwhelm others.
10. Convert each misfortune into a benefit.

When you adopt Resiliency's seven fundamental principles, you receive these benefits:

- You'll bounce back from anything adverse to be better and stronger than you ever were.
- You'll be able to handle negative situations significantly better than you do now.
- You'll take control from external factors, such as the economy and other people, to claim it for yourself.

You will lose any need to blame someone else for a problem. You won't ever feel the victim of any circumstance. You'll begin to understand why some survivors say they are glad for their experiences! You'll begin to see the silver lining in all the problems you face. You'll turn business **problems into profit** and personal problems into growth.

**• Left brain problem solving to quickly, rationally, and logically conquer challenges while getting hindering emotions out of the way**

Did you know that most people who respond to difficulties with "problem-focused" coping are much more resilient than people who engage in "emotion-focused" coping? Becoming emotionally upset narrows your range of thoughts and limits what you can do. Feelings such as anxiety, anger, fear, vulnerability, and helplessness do more harm than you might think.

Al will give you the nine steps for rational problem solving so that you not only **solve problems better than most people** but also you develop unbeatable self-confidence and increased resiliency.

**• Right brain problem solving to turn up your creative genius**

Creative problem solving is essential in a changing environment. The ability to invent a clever solution comes from wanting to find a good solution, thinking independently, and stepping outside the boundaries of old

in debt. Having worked only as a homemaker and a part-time receptionist at an automobile dealership, she knew nothing other than car dealers. She decided to sell cars, but as a divorced, Hispanic, mother of two, 16 dealerships slammed the door in her face. She persisted, and the 17th dealership gave her the chance. She rose to 'Salesman of the Year.'

But you haven't heard the best of it. Her husband ran out on her when she was fighting breast cancer. She had lost all her hair, was emaciated, and had huge debts, yet she bought a wig and knocked on doors of dealerships. Such power. Such resiliency. She now owns two successful dealerships, an ad agency, and considerable real estate holding with annual revenues of over \$48 million. Misfortune into real fortune.

You may have heard of Lance Armstrong, who won four consecutive Tour de France bicycle races—an unheard-of feat of might, perseverance, and resiliency magnified exponentially by having to overcome advance stages of cancer where he was given a 50/50 chance of living. The cancer threw his life into a blender, but he emerged stronger physically, emotionally, and spiritually. He emerged more

perceptions and out-moded ways of thinking.

Creative solutions CANNOT be found by logical, analytical problem solving. In the course you explore the guidelines for right brain problem solving. You discover how to overcome barriers to creativity. And, you learn the **real secrets** to causing practical solutions to cascade from your mind. Even the most unsolvable problems become solvable.

- **Supreme and unstoppable self-confidence, self-esteem, and self-concept!**

Cowering when threatened and crumbling under pressure are weaknesses that only make things worse.

Self-confidence, self-esteem, and self-concept determine how you act under pressure, feel about yourself, and think about yourself. As you strengthen these attributes, you become **emotionally more resilient** and **more capable of living your dreams** in spite of problems.

- **Ultra Mental and Emotional Flexibility to outdistance competition, problems, and anything else holding you back**

Mental and emotional flexibility will absolutely, positively give you an edge — whether you are in the classroom, the office, or a new car showroom. Thriving is not just about overcoming problems. It is about dealing with any circumstance. This is just one example of how what you learn in the **Resiliency** course will benefit you many times in many areas of your life. This is especially important if anyone has ever called you "stubborn," because that is a sure sign you can benefit from more flexibility.

- **Billion Dollar Strategies for dealing effectively with people who drain your energy**

You know who these people are. Al discovered that the super survivors have telling ways to deal with energy-drainers. You can profit from carefully choosing associates for their **positive influence**.

- **Turn Misfortune into Good Fortune so that you prosper from things that might hinder others**

The crowning glory of this course is the highest-level resiliency skill you can take on— to convert misfortune into a lucky event that changes your life. You not only bounce back but make your life better than before. This is Serendipity!

Going through the course will automatically unleash a natural propensity for serendipity. You can accelerate the process by following eight steps of the highly resilient survivors and listening to the Paraliminal sessions. As a result, problems and change, no matter how small or how large, can lead to the **emergence of strengths** you did not know you had. You'll discover the secrets for turning any challenge into one of the best things that has ever happened to you.

I'm sure you can think of politicians, entertainers, or athletes who were

appreciative of the blessings of good health, a loving family, and close friends. And more determined than ever to make a difference. He emerged more determined to make his life worthwhile and to tell the world that people with cancer do not need to be victims.

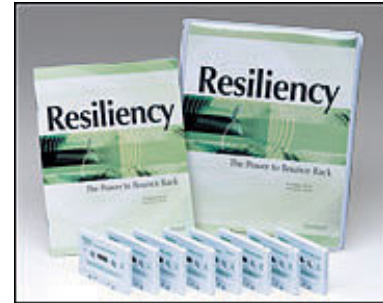
Patricia Billings, a professional artist, struggled with her plaster creations falling and crumbling, costing tremendous time and money. Instead of floundering in the face of the problem, she created an additive for the plaster that not only solved her problem but that of construction crews around the world. She created what became Geobon, an amazingly fire resistant, indestructible plaster that has become the ideal replacement for asbestos. Again, misfortune into fortune \$ \$ \$.

Jackie Flug was shot by terrorists on a hijacked plane, which set off a seemingly unending chain of suffering. She struggled with a severe brain injury, her husband divorced her, she had to testify at the murder trial of the hijackers, she had no insurance for her huge medical bills, she suffered with bouts of depression, chronic epilepsy, and visual impairment. But she survived, remarried, and has two wonderful

caught in scandals yet emerged more loved and respected than before. That's a natural, inborn skill that **YOU can nurture and grow.**

**"Paraliminal sessions" energize the entire process to make nurturing your own resilient powers easy, fun, rewarding, fast, and effortless**

Paul Scheele and Al Siebert have created four special Paraliminal sessions, designed to stimulate the proven power of your inner mind, **to help you integrate the processes and** strategies of your new **Resiliency** course. Just relax and listen to these unique soundtracks. Your mind will be guided to respond in new and enhanced ways. You will notice refreshing improvements in how you handle problems from day one and your life will get better and easier with time, thanks to this uniquely powerful technology.



**Resiliency** will not only help you with day-to-day change but will prepare you for potential catastrophes. (We may not want to think about them, but sometimes they happen anyway.) We will help you be cautious about dangerous circumstances without being fearful, to be vigilant without worrying.

**We promise that your entire outlook on life—with all of its uncertainties and vagrancies—will be completely, thoroughly, and noticeably transformed. If it isn't, return the course within 30 days for an unconditional refund of the purchase price.**

Should you ever have questions, you can call a trained success coach, or visit our online Discussion Forum free. You can count on our support.

When you finish the course, you will still hear today's ever-present admonition: "Get more done, improve quality, find new ways, use less help, do it quicker, spend less money, and look out, because it will all change tomorrow." Now, you can respond better. With **Resiliency**, you can respond to pressures and change with confidence and ease.

With **Resiliency** you get the simple mental secrets to turn all change, from divorce, bankruptcy, robbery, a car accident, unexpected illness, job loss, duplicity, or loss of a loved one into events you can handle with less stress and emotional strain... You will even gain the skills to turn difficult events to your advantage. They can be stepping-stones in your personal growth to happiness, success, and long life.

You will rise above common annoyances from coworkers, washing machines that flood the laundry room, broken windows, disappointments, noisy neighbors, and tailgaters.

And, remember, studies conclusively show that change makes people sick and prone to accidents. Listen to **Resiliency** and you will become immune to the harmful effects of change.

As others will definitely notice, you will be happier, healthier, and wiser

children and a rewarding career.

You can use the same mental strategies these people used to turn any misfortune, small or big, into your good fortune. Misfortune will happen to you. That's part of life. Learn to deal with it in a way so you can always enjoy happiness, success, and long life.

about your life.

[Order Resiliency today](#) on our secure website or call 800-735-8273. It may save your sanity, your job, maybe your life, and absolutely it will free you from overwhelming stress and make life far more pleasant than you've ever experienced before. Reward yourself with **a rewarding life.**

For your personal best,



[Pete Bissonette](#)

President

P.S. Capitalize on change to enjoy happiness, success, and long life with **Resiliency**. You will learn specific strategies to quickly and easily recover from any problem or setback – no matter how small or how large – in such a way that you will come out far ahead. No longer will change make you sick and accident-prone. With the eight audio sessions and comprehensive course manual (and that chart I mentioned at the beginning of this letter), you'll receive four Paraliminal sessions to help make the process as automatic and thorough as possible.

P.P.S. **Resiliency** is a force to reckon with, and I challenge you to take it on for yourself. This course will help you adopt this mental moxie, quicker and easier than through any other process. And, given the world today, you need it. Call us now at 800-735-8273 or order right here:

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- A lot more abundance and prosperity.

### GREAT NEWS!

No matter the obstacles you face, you can consistently achieve your goals. In a little bit we will tour [Paul Scheele's Consistent Achievement Personal Learning Course](#) to discover what's in it for you. First, this warning...

#### **\*\* Warning \*\***

This course is counter-instinctual. You will be asked to do things considerably differently from how you may be doing them now. Therein lies its power and the reason it will provide you with breakthrough results.

[Click Here and I will tell you about it...](#)



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# Euphoria!

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• [Euphoria! Self-Study](#)

Euphoria! is more than just feeling great...it is being great



## Euphoria! An astounding experience of peace of mind • bliss • tranquility



**NEWS FLASH:** World experts come together in an unprecedented collaboration to help you experience happiness, joy, love, and euphoria!

- **Paul Scheele, Learning Strategies Corporation**  
with a brand new Paraliminal learning session, **Euphoria!**
- **Hale Dwoskin, Sedona Training Associates**  
helping you use the Sedona Method for euphoria
- **D. Trinidad Hunt, Elan Enterprises**  
helping you live life on purpose
- **Chunyi Lin, Spring Forest Qigong**  
with a Qigong meditation for euphoria
- **Bill Harris, Centerpointe Research Institute**  
to experience a deep, euphoric meditation using Holosync
- **Rex Steven Sikes, IDEA Seminars**  
with the Attitude Activator to reach new heights for joy

In a moment you will go on a brief, awe-inspiring tour of **Euphoria!**  
First, imagine if you will:

### What if you could...

- \* Quiet your mind
- \* Let go of self-defeating images
- \* Discover your life's true purpose
- \* Unleash a natural healing energy within
- \* Increase energy and reduce stress
- \* Maintain balance in all situations
- \* See beauty and grace in all of life
- \* Reach new heights of awareness
- \* Empower your life with intention
- \* Feel a remarkable sense of oneness
- \* Receive inner wisdom
- \* Replace anxiety with calm
- \* Find peace of mind in your world
- \* Enjoy profoundly deep and extremely pleasurable

meditation

\* Create remarkable improvements in your mental and emotional health

You can with **Euphoria!** [Click Here](#) to take a tour of this remarkably soothing and comforting course.



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VOCABULARY**

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• [Million Dollar  
Vocabulary Self-Study](#)

## A breakthrough "Paraliminal" way to dramatically improve your vocabulary



**Million Dollar Vocabulary method is easier and more fun than any other vocabulary building program—guaranteed**

People with strong vocabularies are thought to have

- superior intelligence
- higher education
- gifted capabilities... "even when it is not true!"

**No wonder they earn 3 times more money than someone with an average vocabulary.**

Get your piece of the rewards by sharpening your verbal edge for success with your **Million Dollar Vocabulary**. In a moment we'll take you on a tour. You will see how in as little as 27 minutes a day you can boost your vocabulary—and have fun with it!

Nothing can help you build financial, career, and social success like carefully chosen words, so the next few minutes are well spent as you learn about the **Million Dollar Vocabulary**.

[Click Here](#) to start your tour.





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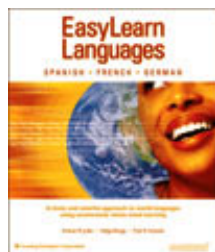
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## EasyLearn Languages: Spanish, French, German

Relaxing music helps you learn Spanish, French, and German in less time than you may have thought possible. Each EasyLearn language consists of 12 recorded adventures and a full playbook.

When you order EasyLearn Languages: Spanish, French, German on CDs, you will receive the new EasyLearn Paraliminal CD FREE. This will help activate your whole mind to make your EasyLearn sessions more effective and enjoyable.

EasyLearn Languages: Spanish, French, German	\$88.00	It's Risk Free!
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## PERSONAL CELEBRATION

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### When you need someone to sing your praises...



**"I even love going to work now! The Personal Celebration program helped me put my whole life in perspective. For the first time ever I feel that I have balance and purpose. I'm out of the rat race."**

**Michael Stockton, Chicago**

Dear Friend,

What if I send a group of friends to deliver empowering and moving messages meant for you?

And, when they leave, you will feel on top of the world, A-Number-One! That would be great, wouldn't it? I can arrange that for you through the magic of compact discs. [Paul R. Scheele](#) developed a uniquely powerful set of CDs called the Personal Celebration Series, and they are emotionally satisfying and soothing for the soul.

### How to feel so good that your body tingles

On the last day of a seminar I took a few years ago, the instructor asked us to imagine a visitor—a visitor with a very important message for each of us, one that would have intense personal meaning.

I imagined a friendly visitor, and what he told me almost knocked me out. I felt wonderful, peaceful, and oh so confident in myself.

The instructor divided us into two groups, the blues and the reds. All of us blues stood with our eyes closed while the reds came to us one by one, gently whispering their private messages.

The messages were moving, the voices tender, and the people sincere. Tears flowed from my eyes. Every cubic inch of my body came alive with warmth and excitement. I felt zeal and enthusiasm coupled with a tranquility unlike anything else I had experienced in all my life.

### I knew I wanted to share this bliss with you

When I flew back to Minneapolis, I met with Paul Scheele, my business partner and cofounder of Learning Strategies Corporation. I told Paul about my experience. We talked for hours about how we could deliver this same incredible experience to people like you.

We invited a few dozen of our favorite customers and friends to join us in the recording studio. We went into one of the best studios in the world, Paisley Park, owned by the rock superstar Prince.

Paul led our friends through deep meditation to create personal statements as important to them as those statements we created in the seminar I attended.

He then led each person to "Mr. Mikey," a styrofoam head with \$4,000 microphones for ears. This helped create a three-dimensional, real life sound that is magical when heard with stereo headphones.

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# Seminars & Training

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"We are seeing two major changes in our participants, both full and part-time. One is renewed or added enthusiasm in their teaching. The other has to do with networking... teaching is pretty lonely, just you and the students in the stark classroom, Accelerations has changed all that for us!"

Sally S. Carr  
Professor of  
Psychology,  
Coordinator of  
Professional  
Development and Part-  
time Faculty Lakeland  
Community College

## In-house training that elicits more from student's brainpower



We use cutting-edge training methods that employ the "student's" whole mind and body in learning.

They learn more, better, and faster

Students in our training unleash the full range of their capabilities and creative resources to improve quality and efficiency. As a result, they:

- quickly acquire new knowledge and skills
- apply new found abilities to improve quality of life, both personally and professionally
- enhance the effectiveness of the organization
- secure an abundant future

(If you are looking for [open-enrollment PhotoReading seminars](#), [click here.](#))

### Our secret is your gain

We do not come into your organization and lecture from a script.

First, we sculpt a learning environment that eliminates fear and builds self-esteem.

Through our methods learning is dynamic and collaborative. Study teams and cooperative activities are used extensively to promote success.

Lessons are crafted to elicit higher-order thinking by presenting paradoxical or non-determinant problems, ambiguous rules, and open-ended principles.

Ours is a new paradigm in education, one that embraces all the factors that influence how the human brain learns—and then integrates these factors using the very latest in scientific knowledge to maximize each student's learning potential.

We have long been a leader in applying breakthrough discoveries

in neural science, cognitive science, and educational methodology to help organizations deliver learner-centered training that is better, faster, and more enjoyable than traditional teaching models.

### **We offer powerful training programs to create lasting change!**

Like many organizations, you probably have used formal training programs. Perhaps you also work frequently with trainers. You may be wondering; "Are we making the most of every dollar we spend on training?" and "How can we increase the effectiveness of the seminars our employees and educators take so that we can effect positive change in our organization?"

Unfortunately, many organizations are not happy with their answers to these questions. If you are not satisfied with the results of your training efforts, there could be several reasons, including these two:

First, statistics indicate that seminar participants retain very little immediately after a program based on traditional learning approaches. Second, organizations often find that the information their employees do retain does not result in long-lasting change.

This is still true even when employees and faculty walk away from training seminars motivated with a strong intention to implement changes.

### **How we can work together**

A list of programs begins on the next page. Many include a brief description.

Read through the list to discover what might be best for your organization. Then call one of our experts. We will work toward putting together a proposal that meets your needs, objectives, and budgets.

Programs can be presented in many formats and lengths from a 30-minute workshop to a multi-day seminar. It depends completely on your needs.

[Let's take a tour through the programs and courses.](#)



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## The Clearance Table is Empty

More will come! From time to time we get great buys on self-improvement books, audio programs, and video tapes that are published by other companies. We will pass savings on to you, which could be as much as 75%! Check back periodically. We'll put announcements in our [News section](#) and on the [Discussion Forum](#).

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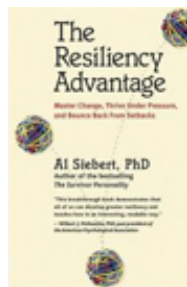
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## Recommended Reading

Check this section of our website often for books recommended by the staff here at Learning Strategies. You can click the links to purchase the books through Amazon.com.



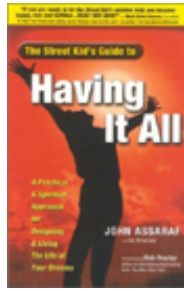
### [The Resiliency Advantage](#)

Psychologist and presenter Al Siebert, PhD, recently published his newest book titled, *The Resiliency Advantage: Master Change, Thrive Under Pressure, and Bounce Back From Setbacks*. His first book, the bestselling *The Survivor Personality*, introduced his model for mental health and featured “resiliency” as a core human skill.

I’ve been a fan of Al’s since the mid 1980s and privileged to have worked with him to publish the audio personal learning course, “Resiliency: The Power to Bouce Back.” It is clear to me that the personality trait of being highly resilient to disruptive change couldn’t possibly be more timely in this age of so much worldly turmoil.

Dr. Siebert does a lovely job of presenting how to develop five levels of resiliency skills. He illustrates all his points with clear, relevant examples. A major bonus comes through his rich history of 30 years working with clients and documenting their experiences. The pages are alive with energy that will give an immediate advantage to any reader.

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### [The Street Kid's Guide to Having It All](#)

By John Assaraf

Staff Recommendation

This is not another self-help book. It is a book about self, and how to unleash the physical and spiritual power within you to create the life of your dreams.

---



### [The Hidden Messages in Water](#)

"Understanding the fact that we are essentially water is the key to uncovering the mysteries of the universe..."

By Masaru Emoto

Staff Recommendation

Dr. Emoto's amazing photos show the impact of human thoughts and feelings on water, and support the core of what Learning Strategies and Spring Forest Qigong teaches from a scientific perspective.

---



### [The Success Principles](#)

by Jack Canfield

recommended by Paul Scheele

This is a brand new success classic by a good friend and a phenomenal writer: Jack Canfield, famous for his Chicken Soup for the Soul series. He has already greatly impacted the soul of the world, and he is doing it again.

No matter where you are with your life, The Success Principles gives you proven strategies and time-tested systems to create a brighter future. I recommend it unconditionally. Every page has something useful, and I'm sure you'll end up buying copies for friends.

---

Book

## [Magic Eye Beyond 3D: Improve Your Vision](#)

Reduce Computer Eye Strain, Stress, & More

By Magic Eye Inc. & Marc Grossman, O.D., L.Ac.

Staff Recommendation

Since the 1990s, Magic Eye books have sold millions of copies, and now creators of have developed another magical book. Magic Eye Beyond 3D looks at the medical benefits and scientific explanations of viewing these 3D images. Beyond 3D goes beyond to reach a wider audience with explanations of its fascinating possibilities. It's more than improving your vision. Viewing Magic Eye images can boost your brain activity.

Be sure to check out the section on "Accelerated Learning & Fast Reading" that discusses PhotoReading, and how using Magic Eye and PhotoReading can turbocharge your reading!



## [The Future of the Body:](#)

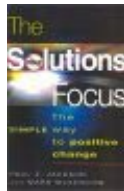
Explorations into the Further Evolution of Human Nature

By Michael Murphy

Recommended by Paul Scheele

Michael Murphy is co-founder and Chairman of Esalen Institute in Big Sur, California. For thirty years he has been a potent force in the human potential movement. In his book he provides a massive tome of impressive evidence for the extraordinary powers of the human mind/body. Murphy beautifully catalogs "metanormal capacities," offering rich scientific support for our transformative abilities. He cites studies in biofeedback, psychotherapy, sports, martial arts, religion, meditation, spiritual healing, and more.

I've always loved telling tales of amazing human potentials and offering strategies on how to achieve them, so this book is a real treat for me. Anyone interested in developing human potential and justifying their efforts to skeptical loved ones, should read and reference this book. Murphy offers straightforward explanations on the bases and elements of transformative practices. Then, to top it all off, he gives us a complete set of "integral practices" to discover our own higher powers.



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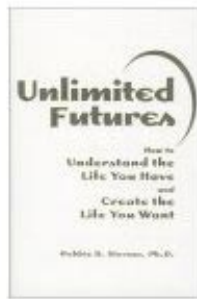
### [The Solutions Focus:](#)

The SIMPLE Way to Positive Change

By Paul Z. Jackson and Mark McKergow

#### Staff Recommendation

The idea really is simple: identify what works and do more of it, and stop doing what does not work and do something different. By taking a solution-focused approach to problems instead of focusing on the problem, you move toward your desired future and toward the solution. In essence, there are no problems. Analyzing, talking about, and reacting to problems, is the worst way to solve them! Realize that every “problem” is different and therefore each requires a unique approach to changing it. Once you do, you take your power back. Use the SIMPLE approach in your organization, office team, and any area of your personal life.



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### [Unlimited Futures:](#)

How to Understand the Life You Have and Create the Life You Want

By Bobbie R. Stevens, Ph.D.

#### Staff Recommendation

With this book, let Bobbie Stevens be your personal consultant to create whatever you want: optimal health, an ideal partner, to understand the meaning of life... Because our self-defeating habits and our negative thoughts and beliefs often get in the way of what we want, we need to change the way we think about beliefs. And, about self-improvement. Beliefs are only information we have accepted. Bobbie Stevens shows how she created relationships, found herself a mate, how she created business success, and a lifestyle she truly enjoys. She shares step-by-step guidelines, which are practical and powerful, teaching what it means to become self-actualized, ultimately discovering the ability within to fulfill our needs and desires.

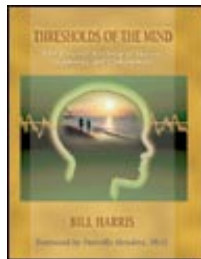


## [The Power of Now: A Guide to Spiritual Enlightenment](#)

By Eckhart Tolle

### Staff Recommendation

One of our biggest problems is our constant need to analyze; we think about our past and the future, all of our problems and our pain. What if a problem is just an illusion, a label we allow our minds to attach to a certain situation? What if instead of thinking about what might happen, we let go of time and notice only what is going on in the present moment? The author believes that we would attain enlightenment. The idea appeared suddenly for him when he awoke one night, and though the realization may not come to us this way, his message is simple and inspiring. Even while doing our meditations, practicing yoga or relaxation exercises, we are constantly looking for peace, but we find true happiness when we stop searching for it, because happiness is now.



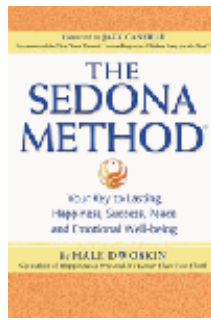
## [Thresholds of the Mind](#)

Your Personal Roadmap to Success, Happiness, and Contentment

By Bill Harris

### Staff Recommendation

His belief is clear: no one has to suffer or lead a life of unhappiness. You can live the life you want. Bill Harris has helped thousands to create life-lasting change through Centerpointe Research Institute and the remarkable Holosync audio technology. Learn how so many people have found mental, emotional, and spiritual growth with this program. The key is starting from the inside, using an audio program that can produce for your mind a relaxed and meditative state. Bill Harris understands how the minds works, why meditation works, and explains how the profound effects of Holosync have helped him and others achieve success and happiness.



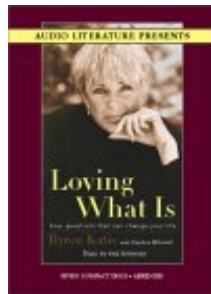
## [The Sedona Method](#)

Your Key to Lasting Happiness, Success, Peace and Emotional Well-being

By Hale Dwoskin

Recommended by Pete Bissonette

The Sedona Method is finally available in book form! Since the 1970s personal friends have raved about the emotionally freeing results they've received from doing the Sedona Method. And then, since the 1990s when Hale Dwoskin began offering classes in the Sedona Method, clients of Learning Strategies began telling us about their successes--so much so that we asked Hale to do a special program as part of our Euphoria Personal Learning Course. The Sedona Method teaches a simple way to be free from any emotion that may be barring your success. In the book Hale tells you how to use the method systematically on any challenge you have in your life, whether in learning, career, relationships, or health.



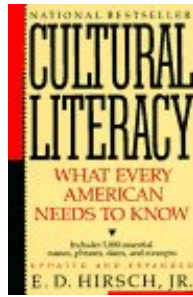
## [Loving What Is : Four Questions that Can Change Your Life](#)

By Byron Katie

Recommended by Paul Scheele

Byron Katie (a woman who goes by the name Katie) reveals the details and use of her amazing process known simply as "The Work." I first encountered Katie in a weekend workshop at Omega Institute in upstate New York three years ago. Her long awaited book is much better than I had anticipated. Along with her husband and previously published co-author Stephen Mitchell, Katie has crafted a beautiful description of her powerful human development breakthrough.

The book contains more than clear instructions for how to bring The Work alive in your own life. You also see it in action with transcripts of live stage-sessions with Katie. Each session seems more astounding than the next. Be forewarned; Loving What Is is not about self-improvement, but about finding the truth. I believe you will find, as I have, that "...the truth will set you free."



## [Cultural Literacy](#)

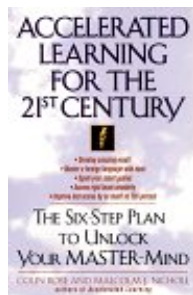
What Every American Needs to Know

By E.D Hirsch, Jr.

### Staff Recommendation

Not everyone agrees with the ideas in this book, but it is compelling to ponder the ideas presented by E. D. Hirsch, Jr. Writers and speakers, he believes, assume their audience shares certain common background knowledge. Unfortunately, many people lack this basic knowledge required for understanding each other. Hirsch's view is that people need to have a mutual knowledge of history, common phrases, folklore, pop culture, important names, dates and events, book titles, etc. This "common" knowledge is essential for effective communication. He notes, however, there has been a major decline in the literacy of American children, teenagers, and adults.

Literacy is reading, writing, and knowing how to use the language, true understanding of what we hear on the news, read when we pick up a newspaper, or discuss at work or school. It's the unstated context that often holds much of the meaning, and without this knowledge, communication fails. Be prepared for a list of specifics authors/speakers assume we know, found in the back of the book.



## [Accelerated Learning for the 21st Century](#)

The Six-Step Plan to Unlock Your Master-Mind

By Colin Rose and Malcolm J. Nicholl

### Staff Recommendation

For anyone who wants to remember more, learn faster, think more creatively, and increase your ability to retain even the most difficult material, this book will have an impact. Accelerated Learning is practical and insightful, and based on the latest scientific research. Colin Rose explains how you can increase your intuition, solve problems, and discover your own personal learning style, a key to learning that is often missing in traditional education. Learn how the brain functions so that you can tap into your natural skills, talents, and intelligence. Especially valuable for students, teachers, and parents.





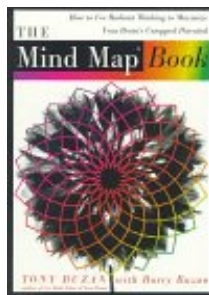
## [The Journey](#)

By Arnold Patent

Recommended by Paul R. Scheele

If you are a fan of Arnold Patent's work as I have been for a number of years, you will find his newest book a fascinating evolutionary step beyond his previous titles. His ground-breaking "You Can Have It All" became a powerful seminar which he delivered around the country 20 years ago. Since then his books "Money and Beyond" and "Bridges to Reality" continued his description of universal principles and applications on how to live more abundantly.

His latest book "The Journey" outlines the two part psycho-spiritual journey of our time in human form. I don't want to give away the secret, but what he shares is startling. I've found the book insightful and wonderful to ponder. If you are ready for the second part of YOUR journey, you will move beyond victim thinking, beyond beliefs, and begin revealing the amazing amount of abundance and power you purposefully locked away.



## [The Mind Map Book](#)

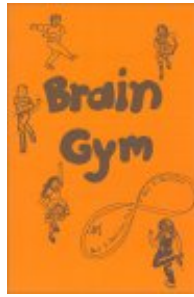
How to Use Radiant Thinking to Maximize Your Brain's Untapped Potential

By Tony Buzan with Barry Buzan

Staff Recommendation

Familiar to most PhotoReaders, The Mind Map book is worth mentioning. One of the most effective activation techniques, Tony Buzan's Mind Mapping is a groundbreaking technique. The Mind Mapping book shows you how to create your own Mind Maps to involve your whole brain in learning. The genius in Mind Mapping is that it mirrors the way your brain naturally perceives, categorizes, and creates associations for learning. Learn how to take notes the right way for increased comprehension and recall. Organize your ideas, effectively prepare a speech, report, presentation, or lecture. Mind Mapping is for students, PhotoReaders, teachers, everyone!





## [Brain Gym](#)

Simple Activities for Whole Brain Learning

by Dr. Paul E. Dennison and Gail E. Dennison

### Staff Recommendation

An absolute favorite of some of our PhotoReading instructors, Brain Gym is full of easy and enjoyable physical activities that enhance learning. Everyone should experience these special activities that bring about dramatic improvements in reading, writing, memory, concentration, physical coordination...and more. Brain Gym activities are unique and fun! For children and adults. The exercises integrate the mind and body, accelerate learning, and develop the brain's neural pathways, all through movement.

The idea of Educational Kinesiology was created by Dr. Paul E. Dennison and Gail E. Dennison through their extensive research in education, psychology, functions of the brain and applied kinesiology. Brain Gym has been taught in thousands of public and private schools worldwide.

And when you experience rapid results with Brain Gym, check out another PhotoReading instructor top pick, Brain Gym, Teacher's Edition.

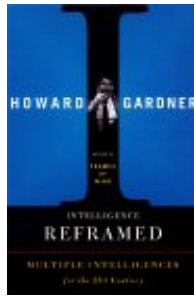


## [Elizabeth I, CEO: Strategic Lessons from the Leader Who Built an Empire](#)

By Alan Axelrod

Recommended by Charlotte Ward

Alan Axelrod has a string of fabulous books behind him. This one is a Business Week bestseller. There are quotes from Elizabeth in the loveliest prose expressing the most brilliant considerations. Her strategies were classic for negotiating perilous waters, quelling uprisings, making and keeping allies, and building wealth. This book allows quick recognition of the thought processes that lead to success and the wisdom that supported the processes. All of us concern ourselves with decision making. This book can serve admirably as a primer for long-term goals, visions, diplomacy, and above all, emotional discipline and sensitivity. I have a feeling that if each of us lived our lives with such foresight and dedication, we would rise above the present international course of events. Where is Elizabeth when we need her?

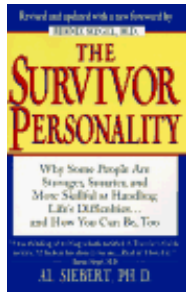


## [Intelligence Reframed: Multiple Intelligences for the 21st Century](#)

By Howard Gardner

### Staff Recommendation

Whether you are familiar with his Theory of Multiple Intelligences, Howard Gardner will update you on the evolution of his theory; that rather than a single characteristic, intelligence has various components and is not easily tested without considering these distinct, multiple qualities of the mind. Presented initially in his 1983 book, *Frames of Mind*, Gardner follows how the theory has, and has not, been integrated into culture, education, and our perceptions of intelligence and IQ. He presents an overview of the theory and examines the myths that surround it. Gardner also proposes an additional intelligence to the original seven. He considers for example, moral, spiritual, existential, and naturalist factors, while he questions the common practice of one way to teach/one way to learn. For anyone interested in genuine learning and teaching, *Intelligence Reframed* is an eye-opener.



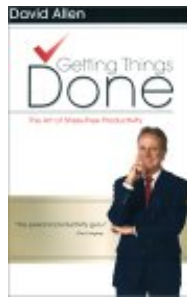
## [The Survivor Personality](#)

...Why Some People Are Stronger, Smarter, and More Skillful at Handling Life's Difficulties...and How You Can Be, Too

By Al Siebert, Ph.D.

### Staff Recommendation

Al Siebert reveals why some people survive, even thrive, in difficult situations and other people do not. What qualities do certain people have that make them able to bounce back from adversity? From his years of research, Al Siebert gives valuable insight into the characteristics and habits that help human beings overcome life's tragic situations. He shares personal stories of true survivors so that we can learn how to become more resilient. We can be prepared for difficult experiences and even look forward to change, making us stronger instead of feeling overwhelmed. Ultimately, we can learn to turn any tragedy into something positive, for a happier and more promising future.

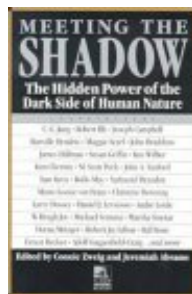


## [Getting Things Done: The Art of Stress-Free Productivity](#)

By David Allen

Recommended by Pete Bissonette

Periodically someone asks me to recommend a "time management" book or tape program. Most are good, but I really like this book, especially if you have a lot of stuff coming at you that you need to act on, let incubate, save for later, or whatever. But how do you handle them without letting messages stack in your voice mail, email fill your inbox to mind-numbing capacity, and papers/files/stuff pile throughout your office? How do you get things done without losing material, being overwhelmed, or always feeling your are behind? Allen has the strategies that are workable. Do I use them all? Nope. But I use a lot of them, and I just picked up a new one that I will implement today. And, I like this: he says the key to "Getting Things Done" is...Relaxation. I'm all for that.



## [Meeting the Shadow: The Hidden Power of the Dark Side of Human Nature](#)

Edited by Connie Zweig and Jeremiah Abrams

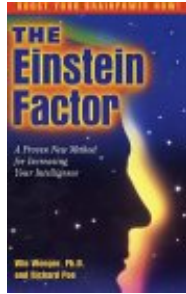
Recommended by Paul R. Scheele

An associate put me in touch with Jeremiah Abrams, the co-editor and contributing author of Meeting The Shadow: The Hidden Power of the Dark Side of Human Nature. After a lively phone conversation, I retrieved his book from my shelf and remembered the many excellent writings contained within it.

This book has long been on my "most recommended" list for those interested in learning more about the shadow side of personality. But now I know it is a must-read for anyone involved with personal development (either on their own or helping others).

We all pay a price for neglecting areas of our psyche that we would rather deny. Read the book and find out how to gain the riches of your mind, improve your psychological strength, and understand why people behave as they do.

Meeting The Shadow is filled with well-written and easily digested contributions from the most knowledgeable authors in the field of shadow-work. Although the subject is both deep and broad, the book covers it with remarkable thoroughness.

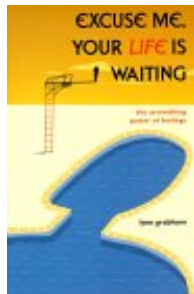


### [The Einstein Factor](#)

By Win Wenger

#### Staff Recommendation

New research suggests that the superior achievements of famous thinkers may have been more the result of mental conditioning than genetic superiority. Now you can learn to condition your mind in the same way and improve your performance in virtually all aspects of mental ability, including memory, quickness, IQ, and learning capacity.



### [Excuse Me, Your Life is Waiting: The Astonishing Power of Feelings](#)

By Lynn Grabhorn

#### Staff Recommendation

The law of attraction puts whatever you think about into your life, so you have to be careful what you put in your mind and how you feel about it. The distinction between negative wants (I don't want to be poor) and positive wants (I want enough money to do what I want in life) is difficult for most people, but the author makes it abundantly clear with great personal examples and a lot of enthusiasm. We can choose how we frame things and thus control the vibrations we send out to the world. Her strong emotions will be too much for some listeners, but she's genuine, and the ideas will grab you no matter how you feel about the reading.

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Contact us any time. We look forward to serving you. Since 1981.

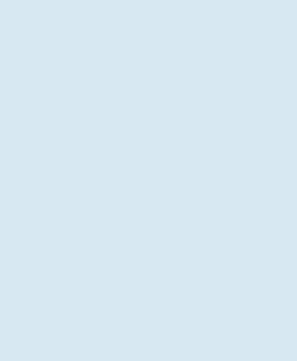
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## An effective, no-nonsense way to create more time, money, & respect



**Be honest. You don't have time to do everything you want... especially reading.**

**But, if a regular guy like me can get through a couple hundred books in a year and have time for other pursuits, then you can, too.**

Dear friend,

"What if you could go through a book as fast as you could turn the pages?" my friend [Paul Scheele](#) asked me. I immediately thought of all those books I had never read, and I got excited. I told him if that were true, it was time for a career change.

Now years later, over 500,000 people have learned the remarkable "PhotoReading whole mind system" through the book, self-study course, or live seminar. It is taught in a dozen languages in cities around the world.

People learn PhotoReading, because they know life can be better than it is.

When you hear the stories about PhotoReading, you may say "No, that is not possible." I just ask that while you read this letter, you hold open the possibility that it might be true.

**After all, knowledge from reading is power to earn more, be respected by your peers, and form deeper bonds with those people important to you.**

**"A breakthrough with the subconscious mind" reports Success Magazine**

Your conscious mind can handle seven pieces of information at a time, while your subconscious mind can handle a staggering 20,000 pieces of information. That's the difference between regular reading and PhotoReading. We don't like using the word "subconscious" because it seems mysterious. We take the mystery out of the subconscious, and we help you expand the capabilities of your "whole" mind. Can you imagine the power your whole mind can bring to reading?

**Better grades, sharper thinking, increased productivity**





"We live in an age when too little time and too much information compete. If we are to succeed, we require new skills for processing and learning from information. PhotoReading is about working with the greatest information processing device known to mankind: the human mind."

Paul R. Scheele,  
PhotoReading  
Developer and  
Chairman of Learning  
Strategies Corporation



### Keep up with your reading

"PhotoReading has been one of the most amazing experiences in my life. I must read at least one book a month to keep up in the computer industry. During the first 45 days of PhotoReading I read 29 books in diversified areas such as technology, self-improvement, fiction, and nonfiction."

- The teacher wrote "A+, Brenda, your writing style improved dramatically overnight. What did you do?" She PhotoRead a selection of books and wrote her term paper. Apparently, her mind assimilated the writing styles of the authors, which helped transform her own writing style.
- A group of computer programmers at American Express PhotoRead a 35-page highly technical report in minutes. The next day they covered the important facts in record time. Normally, it would have required hours of reading (which few ever did) and a lengthy meeting.
- While cross-examining an expert witness, an attorney's intuition told him to challenge the witness's pivotal point. His questioning caused the witness to recant his testimony. All the information the attorney needed and used was in a text he had quickly PhotoRead at a page per second the night before.
- Everyone in the office of a firm in New Zealand spent a few minutes PhotoReading time management books. Within a month they measured a significant improvement in productivity.

Do you see how PhotoReading is much more than a reading improvement program?

[Click Here to learn the SECRET OF PHOTOREADING on Page 2](#)



"I wrote a novel in three days, thanks to the PhotoReading whole mind system." Ron Cyphers, Denton, Texas

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Juan Chico  
Hato Rey, Puerto Rico

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## Memory Optimizer

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### Fan Mail for Mrs. Birkenbihl

Throughout this letter we will include testimonials from a national magazine in Germany who featured Mrs. Birkenbihl's work. Here is the first:

"Very interesting, unusual thinking methods were activated. Vera F. Birkenbihl is headstrong and brilliant." Battine Siriegan, Leipzig, Germany

## Improve Your Memory with a unique, new approach



using "The Birkenbihl Method" and "Paraliminal Learning"

Dear Friend,

Boy was I skeptical when I heard about this. But when I tried it, I saw an immediate, undeniable improvement in my memory.

For years [Paul Scheele](#) and I searched exhaustively to find a memory expert who could help people radically improve their memory in the shortest time with the least effort. We were NOT looking for someone who could teach parlor tricks such as memorizing lists of hundreds of unrelated facts or memorizing cards in a deck or memorizing every name in the phone book.

Our customers want PRACTICAL help to aid their memory, day in and day out.

- \* Students can more easily do their school work for better test results with less effort.
- \* Executives can juggle multitudes of facts.
- \* Investors can recite P/E Ratios, stock histories, and other pertinent data on hundreds of companies.
- \* Musicians can play without sheet music.
- \* Gardeners remember which plant varieties bloom in which month.
- \* Teachers quickly recall names of their students and know their preferred learning styles.
- \* Sales professionals retain details about their competition.
- \* Weekend home improvement warriors remember how to use equipment.
- \* Mothers remember to bake cookies for Tuesday's class.

"Grand, remarkable, workable, personal, very exiting." Petra Joseph, 33, Dusseldorf

"Proficient topics which we learned in a fun way. It has been a long time since I had this much fun learning. The insights are remarkable and are usable in my everyday life as well as in my job." Ingrid Hoff, 42, Aachen

"Exciting, informative, down to earth. Much different from what I expected, in a positive way. Vera F. Birkenbihl has entertaining qualities." Silke Simmermann, 30, Dusseldorf

"Amusing, interesting and she covers a wide variety of topics." Annete Roder, 41, Teacher

"Very very cool and good." Regina Kahn, 29, Police officer

"Very nice. Not boring, mostly because of the personality of Mrs. Birkenbihl." Antje Strohtmann, 23, Business woman.

"I am amazed. It was very interesting, good themes, it was delivered so that everybody could understand it." Dagmar Pollnow-Medling, 38, Dentist

- \* Shoppers remember what food is already on hand.
- \* Politicians deliver speeches without notes.
- \* Combat aging

Then we found [Vera F. Birkenbihl](#) in Germany, a fearless memory and learning expert who has taught over 300,000 students. On top of that, her best-selling books have sold over 2,000,000 copies! Unlike her peers who go on teaching the same old program for decades, Mrs. Birkenbihl constantly keeps abreast of the latest brain research, which means **her memory approach is different from any other.**

Use her new **Memory Optimizer** and you will see a significant improvement in your memory. You will absolutely benefit whether your needs are professional, academic, scientific, or personal. Guaranteed or your money back.

**Functional • Useful • Realistic**

[Click Here to see what it means for you on Page 2](#)



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**Special Bulletin for anyone who has ever purchased subliminal or other self-help recordings...**

Especially if either 1) you are satisfied and **desire to get something new**, or 2) if you felt let down.

On this page you will be introduced to new recordings that contain **no questionable subliminal messages**. These remarkable CDs use the powerful technologies of **NLP** and **whole brain learning**. This means you get results you want...**guaranteed**.

Twenty-two titles include exciting CDs such as **Instantaneous Personal Magnetism**, New Behavior Generator, **Ideal Weight**, Memory Supercharger, **Prosperity**, and more. We will take you through a tour of the recordings, and even tell you how you can get CDs free.

**Paraliminal Recordings are unlike anything you have experienced**



Greetings,

I, personally, have been listening to Paraliminals for over 15 years.

If you knew me, you will know that I gave up caffeine back when the **10-Minute Supercharger** Paraliminal first came out. No longer did I need a boost in the middle of the afternoon.

I'm at my ideal weight, have a fantastic family, love my work, enjoy many hobbies, travel the world, and right now I live in my dream home on a 12-acre lot on the bluffs of the Minnesota River.

Follow along with me today, and you will see how you too can stimulate the proven power of your mind to get exciting results fast with the Paraliminal recordings.

**Imagine this...**

- [New Behavior Generator](#)
- [New History Generator](#)
- [New Option Generator](#)
- [Perfect Health](#)
- [Personal Genius](#)
- [Positive Relationships](#)
- [Prosperity](#)
- [Sales Leap](#)
- [Self-Esteem Supercharger](#)
- [Smoke-Free](#)
- [10-Minute Supercharger](#)
- [Youthful Vitality](#)

You will hear one voice in one ear speaking to one part of your brain, while another voice in the other ear speaks to a different part of the brain. Very unusual, very pleasurable, and very effective.

There are no "questionable" subliminal messages on our CDs. You will find no short-term motivational hype. You will not hear fluffy affirmations or wishful positive statements. Rather, you will hear [Paul R. Scheele](#), cofounder of Learning Strategies Corporation, skillfully guide your mind so that you get the results you want. To improve your life, sometimes all it takes is guidance to evoke your inner wisdom.

Paraliminal recordings increase your personal power by activating your "whole mind" with a precise blend of music and words. Each session is carefully scripted by Paul, trained in neuro-linguistic programming, whole mind learning, and preconscious processing, to give you the best CD for your investment.

Special "Holosync" audio tones, developed by Centerpointe Research Institute, are embedded in the recordings so that you automatically enter the ideal brain state for relaxation and learning.

State-of-the-art digital recording produces a soothing 3-D sound that allows music and voices to project spatially in your head. Truly, nothing else gets results like a Paraliminal CD.

Customers say that these are the best recordings they have ever heard. Judge for yourself. You decide. Order today with the confidence of knowing you may return the CDs within 30 days if you are not satisfied. You will soon know why our customers keep coming back for additional CDs.

## Free CDs!

Our costs go down when you order several Paraliminal CDs at the same time, so we will pass the savings on to you.

When you buy any three Paraliminal CDs in one order you can select an additional Paraliminal CD absolutely free.

And buy three more and get another one for free! In other words you receive one free CD when you order three CDs, another free CD when you order six CDs, and still another free CD when you order nine CDs.

## DeAngela Rhines from Miami, Florida, writes,

"Your programs are wonderful! I have never experienced anything like them before, and I have tried all kinds of motivational tapes. I am using all the ones I ordered from you, especially the **New Behavior Generator** and **Self-Esteem Supercharger**.

"From day one, I immediately noticed a change within myself. I feel so confident, unconquerable, and unlimited. Like I can accomplish

anything! And, my inner self-doubt and fear of failure have actually disappeared. It is truly amazing!"

**Harry Lyon from Yorkshire, England, writes,**

"I am extremely delighted with the programs I have received from your company, especially **Deep Relaxation** which made me feel as if I was on a very relaxing holiday. (Utter bliss) I consider yours to be the Rolls-Royce and the best that money can buy."

If you have concerns about "subliminal" recordings, which are different from Paraliminals, you might want to read the next section below; otherwise, continue for tips on choosing the right CDs for you.

### **"Paraliminal" is not "subliminal"**

We began publishing Paraliminals at the urging of our clients. They had been using subliminal and relaxation tapes without getting benefits they had been promised. They asked us to develop recordings using the advanced human performance technologies that have made our seminars so popular and effective.

"Subliminal" recordings hide positive statements or affirmations in music or environment sounds. The theory is that if you listen to subliminals for 30 to 60 days you will become whatever the messages say.

But, 1) most people cannot listen to subliminals as often as directed; 2) the messages may have nothing to do with your state of being; 3) the National Research Council says there is no proof that the brain can act on such messages; and 4) the messages—if they can get into the brain—may even be harmful.

One publisher has the message "if you don't quit smoking, you will get cancer." This is horrible because it is actually a command to "get cancer." Another has a message for a child's self-esteem, "I do things to please others"—this can lead to dysfunctional behaviors that harm the child.

You may be pleased to know that there are no subliminal messages on Paraliminal recordings.

Paul R. Scheele introduces each Paraliminal CD with the purpose or programming parameters for the listening session.

Then, Paul skillfully guides you to a state of relaxed alertness while original music plays in the background.

When you are relaxed, music fades and Paul's voice transforms into multiple voices. The left voice generally weaves metaphors for the creative right brain, and the right voice generally leads you through logical change processes for the analytical left brain.

The multiple voices soothe and relax. Do not try to listen to the

voices—just enjoy the flow and rhythm.

To finish, Paul's voices become one and music returns as he guides you back to full alertness.

Because of the power of the Paraliminal process, you do not have to listen to Paraliminals nonstop to get results. Follow the guidelines presented in the instructions. Should you ever need help, feel free to contact us.

### **The Secret to choosing Paraliminal CDs for your own use**

There is probably no easier or more enjoyable way to make changes in your life than with the Paraliminal CDs.

The effects can be dramatic or they can be subtle. Whichever the case, these powerful tools can help make your life much better.

Which titles should be in your self-improvement library? Ideally, get them all, because they are invaluable when life's crises arise. If you cannot afford all of the CDs you want right now, get the ones you feel would benefit you most.

Follow your intuition. Choose the CDs that draw you. You are bound to receive more benefit from CDs that catch your intrigue than you are from CDs you should be listening to.

Many customers recommend beginning with four or five CDs, because it will be easier to see results right away. As you experience results, order additional CDs to build your library. You never know when a CD will come in handy.

All of the Paraliminal CDs complement each other, and they all work well together. Just as there are many ways to get to Chicago, there are many ways to accomplish your goals using the Paraliminals.

If you ever have questions just email or call us. Our coaches are available during Central Time business hours to help you in any way they can.

### **If you are not ecstatic about your life, use Paraliminal sessions now**

If you are not happy about every aspect of your life, then do something.

Paraliminal recordings can help you make peaceful changes so that you are happy and satisfied. If you do not do something, no one else will do it for you. If you want to change, you have to do it yourself.

Even outrageously successful people use Paraliminal CDs, because they realize they can always improve.



Paul Scheele has skillfully crafted these tools using his unique expertise to assure you receive the results easily and as effortlessly as possible. Paraliminal CDs can help you create a life in which you always look forward to waking each morning.

### How to listen to Paraliminal CDs

Unlike subliminal recordings, you do not have to listen to Paraliminals repeatedly. Each CD comes with instructions as well as a special booklet with tips.

Paraliminal sessions average twenty minutes so you do not have to spend a lot of time to make the changes you desire.

To get the full effect, we recommend using stereo headphones.

### Now the exciting part...

We will now look at each Paraliminal CD in alphabetical order starting with Anxiety-Free and moving toward Youthful Vitality.

Each page loads quickly. You will see a description of the CD and a photograph. Click on the order button when you want to add a CD to your shopping basket. You can always change your mind and remove CDs.

With most of the Paraliminal CDs you will find more information and testimonials when you scroll down the page. At any time you can click the "Next" button to see the next Paraliminal CD. You may have already noticed that each of the Paraliminal CDs are listed on the left side of your screen.

I'm going to close my letter. Enjoy your continued tour of the Paraliminal CDs, and enjoy the successes they will help bring in your life.

For your personal best,



Pete Bissonette  
President

[Let's go to Anxiety-Free Click Here.](#)

[Or, skip the tour and go right to a brief description of each CD](#)

"Body, Mind & Spirit" wrote, "They are excellently produced and have a pronounced effect on the listener." Personal Selling Power wrote, "It is the only way to reach every part of your brain to achieve the results you want from your audio investment."



Forbes FYI wrote that Paraliminals "work better than subliminals."

"I have spent many dollars on audio programs. Paraliminals are, by far, the best" Steve Nelson, Minneapolis, Minnesota

"I have never experienced such thorough relaxation." C. Kagel, Minnetonka, Minnesota

"My daughter's schoolwork dramatically improved immediately after she listened to the session. Her grades are up, and she is thrilled." Fred Harwell, St. Paul, Minnesota

"The Paraliminals are awesome. I noticed a dramatic impact in how I feel about myself immediately after listening." James Eubanks, California

"I found that I don't bring my problems to work any more, because I handle them at home with the Paraliminals. I wish I could get my coworkers to listen to them, because I think the programs would help make their lives better. Unfortunately, too many people aren't open to self-improvement. Keep up the good work. We need it!" Bob Karrens, New York

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## "How to successfully overcome any challenge...at will"

**After 20 years of study, we discovered what we believe to be the real secret to "happiness and achievement," but it cannot be described in a headline so please read this letter carefully**



I have to teach you something in this letter. Once you understand it, you have a key that Paul Scheele and I guarantee will change your life. It could lead to mega-transformation and mega-success. It is so simple and brain friendly that results are automatic. We stake the 20-year reputation of our company, Learning Strategies Corporation, on it. We implore you to study this letter.

Dear Achiever,

You know what you have to do to achieve your goals. I don't have to tell you. You've probably read the self-help books, listened to the tapes, and attended the seminars.

If only there was something to "activate" everything you already know so that you can overcome any challenge and achieve those goals.

[Paul Scheele](#) figured out what stops you, and he figured out how to activate all the good stuff you already know so you can achieve your goals. And, it doesn't matter whether you want to lose weight, earn more income, enjoy a fulfilling relationship, or bring in true peace of mind.

Now, review every instance in your life when you faced a challenge and successfully overcame it. If we study those events, we could create a model for what we professionals call "effective experiential learning." That is, a "model of success" you could use to create success whenever you wanted.

After decades of work, Paul Scheele discovered that everyone's model of success is the same. Mine, yours, the person's across the street. We all use our brains in the same way to successfully overcome challenges, no matter what the challenge.

And, when we studied how people fail, we discovered another consistent pattern that always produced "stuck states." (Let's define "stuck states" as the inability to learn or make progress.)

Again, we fail at something because of a pattern we all run. Like the "model of success," everyone's "model of failure" is the same.

Here's the spectacular news: your "model of success" is the key to breaking the "model of failure." Using the "model of success" to break the "model of failure" is the real secret to happiness and achievement, no matter who you are or what you want.

**Does part of you want to push forward and succeed while...  
...another part wants to pull back and not risk failing?**

That's the tug-of-war between your "model of success" and your "model of failure." You need to be able to use your "model of success" at will.

**No one has taught you this "model of success" ...until now**

Now the best part: to use the "model of success" is simple, so simple that it was right under the noses of self-development professionals for generations. Paul's insight created a new approach that is startlingly easy for anyone to use.

This breakthrough discovery came after Paul applied his expertise in learning and human development to study a complex problem for Dr. Susan Lark, world-renowned self-help expert and client of Learning Strategies Corporation. He tested his work and developed a powerful way to help others achieve fantastic results. After two years of additional work he wrote the book and developed a magnificent and powerful program called **Natural Brilliance**.

When you break free of "model of failure," you release your personal genius. You feel euphoric as your natural brilliance shines through. Some of our customers have said that others think they look different after releasing their natural brilliance—the change is that complete. As a matter of fact, when you read the stories in the enclosed brochure, you will see how permanent the change can be.

[Click Here to see how the "Model of Failure" works  
in your life on Page 2](#)



"In the past I had tried everything short of standing on my head in the corner. Finally, I have success with self-improvement." Peter Van Dusen, Minnetonka, Minnesota

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## Decisive Action

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## How to accomplish more (with less stress)



Dear Friend,

I ran into a friend I hadn't seen since college at the hardware store. I was a sight: paint spray on my shirt, holes in my jeans, and mud caked on my shoes—after all, I was working on home projects and didn't care much about how I looked.

My friend was dressed the same. I was about to joke about his "home project" clothes when I realized the clothes he wore were probably his best. Even though he greeted me with a smile, there wasn't much life in his eyes.

It did not take long to see that his life was that of inaction—complacent and apathetic. No wonder he hated his job and hated his marriage. I tried to see if he were interested in self-improvement, but I soon found it better to keep our conversation about the good old times. Poor guy.

It is invigorating to write this letter to you, someone who is keenly interested in improving your lot in life. I do get sad when I think of those who settle for whatever comes their way, especially when I have a key that can make a huge difference for them: [Paul Scheele's Decisive Action Personal Learning Course](#).

What about you? Does inaction keep you from reaping all of the rewards you want?

It is **Decisive Action** that you need.

Check off the rewards you would like:

- |                        |                             |
|------------------------|-----------------------------|
| * physical well-being  | * better relationships      |
| * material possessions | * more joy and love         |
| * wealth of spirit     | * a passion for what you do |
| * more fun             | * more money                |

## Decisive Action = High Income

I don't know how much you are financially worth, but an analysis of our customers says there is a 50/50 chance you are worth quite a bit. If you are, I congratulate you. You have been doing a lot of things right. You

have taken more decisive action than most. Still, if you are honest with yourself, you will admit you sometimes suffer from inaction or misdirected action.

If you are in the other income group—well, suffice it to say you would benefit greatly from **Decisive Action**. You can see your bank accounts increase, the quality of your relationships heighten, and your wishes and dreams turn into reality...with **Decisive Action**. Turn the page, and I will show you why.

[Click Here to learn how it can happen automatically for you on Page 2](#)



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## PERSONAL CELEBRATION

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**Positive voices to  
drown your negative  
voice**

by Paul R. Scheele  
Author of the **Personal  
Celebration Series**

During my intense training in the 1970s and 1980s, Richard Bandler, one of the brilliant minds behind neuro-linguistic programming, had an interesting suggestion. "If the little voice in the back of my head was not supportive, then instead of trying to get rid of it, fill my mind with a lot of supportive voices."

From these priceless recordings Paul sculpted a series of CDs that are so moving, so life-affirming, so personally empowering that I guarantee they will become your favorite.

The CDs in this series are different from Paul Scheele's Paraliminal CDs yet can be used with them at any time. He's done a great job at creating CDs that complement all of our offerings. The **Personal Celebration** CDs are called **BEING, DOING, HAVING**, and **GETTING**, and they can have an enchanting impact on all areas of your life.

### **The results you get in life are determined by your thoughts of who you are**

#### **•CD 1: BEING**

Listen to this CD, and you will automatically think about yourself in ways optimal for your development. It takes you beyond positive thinking. It adds a new dimension in how you think of yourself.

If you want to be powerful, you will think in such a way that you will be powerful. Naturally, and automatically. This process will hold true for almost any attribute you desire, such as being deserving, kind, considerate, loving, intuitive, resourceful, successful...

Regardless of the past, you now have an opportunity to walk into a future the way you want it to be. A destiny of your own creation is available now.

**If you spend too much time lying on the couch in front of the TV,  
you may take root just like an Idaho potato**

#### **•DOING**

**You will clarify and amplify your thoughts on what you desire  
to do in life, and you will find it easier to move in the direction you  
want.**

**DOING** can help overcome passive, robotic, or addictive behaviors that create dead ends. It can help break unhealthy patterns that jeopardize your well-being.

If your actions are not consistently getting you what you want, then change your actions. Paul and the others on this CD will help in many innovative ways. With them you can celebrate your life and take control of what you do. It will help you do things to achieve your goals. Your future will be brighter.



The positive voices will drown any negative voice.

It worked for me, and now it can benefit you, because it is one of the most powerful techniques used in the **Personal Celebration CDs**.

Dozens of our friends joined us in the studios to create these wonderful recordings. When you listen, their voices will flood your mind with positive messages—a negative thought doesn't stand a chance.

These CDs empower me with purpose, balance, and the sense that everything is progressing in a harmonious way.

I encourage you to buy the **Personal Celebration CDs** today right here on our [secure website](#) or call our offices at Learning Strategies Corporation, 800-735-8273.

Be sure to write me with your experiences.

**If a pink flamingo doesn't serve you, why have it in your yard?**

•**HAVING**

That lesson applies to everything—skills, knowledge, possessions... If what you have does not serve a purpose in your life, or if it is not a reflection of the real you, why have it? Get rid of it. Clean your closets—real and mental.

For true serenity, you have to make sure everything you have complements your purpose. If you are dissatisfied now, you will be dissatisfied in the future unless you have something different. The good news is that you can still have a deep inner peace and contentment while you get what you really want!

Do you see how the **Personal Celebration Series** can help create miracles in your life?

[Let's look at the fourth recording: Click Here.](#)



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**Created for you by  
dozens of successful  
people**

Here's a sampling of what's waiting for you on the **Personal Celebration** CDs. Remember, these messages were created by the individuals you meet on the recordings.

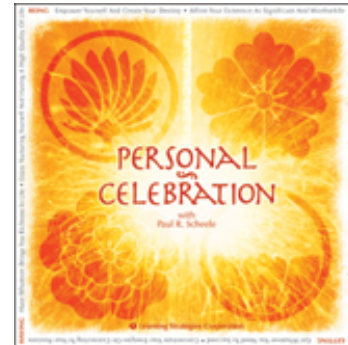
You are worthy to receive all the best that this world has to offer.

What you want in your heart is within your reach.

### The passion to get it

#### •GETTING

The **GETTING** CD is not about greedily acquiring more "stuff." There is nothing wrong with getting a lot of stuff, but rarely does it leave you more fulfilled. Instead, concentrate your efforts, thoughts, and energies on connecting to your passions, and watch your satisfaction and fulfillment in life soar.



Your physical world mirrors the unique person you are. It can lead you to an expanding universe of positive self-expression.

**GETTING** helps direct your inner mind in an effortless process to get the skills, knowledge, and possessions to manifest everything you want in life.

#### "Anheuser-Busch sells 16 varieties of beer"

When I saw that headline a couple of years ago, I knew life was getting too complex: 16 varieties of beer! It is good to have choice, but when choice overwhelms, something is amiss.

To do more than just survive in today's world, you need to handle the complex. You do this by getting down to the basics.

On your **Personal Celebration** CDs, Paul and his guests help bring you back to the basics...to your true purpose for living. You will move confidently on your path in life, and celebrate your personal power.

#### Let's check to see if the Personal Celebration Series is right for you

If you answer "yes" to any of the following questions, you should order today:

Do you ever wonder about your purpose in life?

Does your purpose seem to be... to succeed at all costs? ...or, to get by? ...to go to work, come home, eat, watch TV, and go to bed? ...to reach retirement so you can enjoy life? ...to get the kids off to college? ...to accomplish an endless list of goals? Do you ever wish you were someone else? Could you be more fulfilled? Could you be happier?

Yes? Then...

Acquire an inner calmness and call upon it in tense times.

You deserve to get everything you want for your body, mind and spirit.

Know your freedom.

Remain self-confident, it leads to resourcefulness.

There is a place for you that is front and center. Step into it.

Get on with the expression of your vision.

You have the power to attain satisfaction, contentment and peace.

You always have choices.

You can achieve your goals.

Order the **Personal Celebration** CDs today. And, if you are not completely satisfied with your experience return them within 30 days for a complete refund. You will know in one listening that these CDs are right for you.

**Do I personally listen to these CDs?**

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More samples of the messages of the **Personal Celebration Series**

In love, begin to take risks and every day make a small positive change.

You deserve abundance.

You are naturally wealthy, your inner self is attracting your wealth.

Step forward and release fear.

I spend a lot of time with our customers on the telephone. The most popular question is whether I listen to Learning Strategies Corporation CDs. By reading my other letters on our website, you know I use all of our products, except for CDs such as **Smoke-Free** and **Ideal Weight**, which I simply don't need. I am convinced we publish the best product on the planet. I also listen to the **Personal Celebration Series**, and so does Paul Scheele.

The Paraliminal CDs ensure success in my life, and the **Personal Celebration** CDs ensure satisfaction with my life...they are my Sunday afternoon CDs. Some Sundays I reach for a specific title, maybe the **GETTING** CD, because of something that is happening in my life. More often, however, I listen to whichever is easy to reach. I get such a sense of harmony, goodwill, and contentment from these recordings. I am sure these CDs stimulate my brain to release endorphins, because I feel so good after listening.

While writing this letter I spoke with a customer. He told me how he listens to the **Personal Celebration** recordings during his morning ride on his exercycle. You can listen to these CDs almost anywhere. I enjoy listening while on walks through the woods behind my house. When you get your CDs, be sure to write me and tell me of your experiences. Your first experience, however, must be to order the CDs now. They will do you no good while they are on our shelves. Order on our [secure website](#) or by calling 800-735-8273.

For your personal best,



[Pete Bissonette](#)

President

P.S. These recordings are so good that Paul and I included them in some of our personal learning courses. **BEING** is in [Ideal Mindset](#), **DOING** is in [Decisive Action](#), and **GETTING** is in [Consistent Achievement](#).

The **Personal Celebration Series** makes for a beautiful gift for anyone who wants to improve their lives. Give the complete set, or break up the set and give out the CDs individually.

I wonder which CD I will listen to tonight? How about you?

Let's finish by reading an "insightful" newspaper article below.

Your sense of what is real and honest is the way to peace and serenity.

Dare to challenge and overcome your fears.

To get, simply ask.

The harmony you search for is already within yourself.

In each moment be grateful for what you have and what you are, and you will be given the desires of your heart.

Imagine having it and it will be yours.

You receive only love and goodness.

You are worthy to receive all the best that this world has to offer.

You belong here.

Truth and power go hand in hand, you can have them both.

You have a loving heart, let it guide you through life.

Pursue your bliss with all your heart, all your mind and all your soul, and you will find nothing is beyond your grasp.

You have both patience and determination.

You are loved and accepted, just as you are.

<u>Personal Celebration 2-CD Set</u>	\$29.80	It's Risk Free!
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## How to have your life be a personal celebration

by Joel LaVigne  
reprinted with permission from "Wellness"

[Paul Scheele](#), author of over twenty book and tape programs and cofounder of Learning Strategies Corporation in Minnetonka, has insights to turn your life into a true personal celebration. These valuable insights are related to **BEING**, **DOING**, **HAVING**, and **GETTING**.

### BEING

**Insight #1: Many of the results you get in your life are determined by your thoughts of who you are. All of your beliefs, attitudes, and behaviors flow from your self-concept.**

"For example, do you think you are powerful? asks Scheele. "Or, you may want to know in your heart and mind that you are deserving. The fullness of who you are is affirmed when you reinforce these attributes and qualities."

### DOING

**Insight #2: Apply your talents and energies in order to reap the greatest return. Do the important activities that make your life really work. Do what fills your life with value.**

"Some times you can "do" to get things and have the experiences you want in life," says Scheele. "Some times you "do" to keep or maintain. Some times you "do" in order to learn and know. Some times you "do" for the pure pleasure of it like reading or taking a walk in the woods. And some times you "do" because it is an expression of who you are. For example, you act kindly because you are a kind person."

The key is to make sure that what you do really fits with who you are and your purpose. Ask yourself, 'Are my actions today worthwhile? Are they in alignment with my life's priorities and consistent with the direction I want?' Staying on purpose each day is the most powerful way known to create the life you desire.

### HAVING

**Insight #3: With the proper use of your energies you bring pleasure into your life and help manifest yourself fully in the world.**

"Support yourself in having what you really want," says Scheele. "There is a unique privilege and responsibility to having the important things in life. In order to have, keep, and maintain the quality of your life, you need

You are a very special person and are meant to be here at this time and are very deeply loved.

You have within every cell of your body the support of you as a confident, loving human being.

You will achieve, all that you wish to.

You are powerful, trust your heart.

Believe in yourself.

You can trust your intuition.

The world wants and needs your talents.

You have a heart full of joy and love.

to use your skills and take action. Stepping up to this responsibility can be life giving and fulfilling. You learned long ago that only you can take care of, is you. As you became aware of your significance you could nurture other things as well. Perhaps you've discovered that it is through your connection to the world around you that the joy of the world is given back to you multiplied."

## GETTING

Insight #4: **Consistently getting what you want is more a matter of knowing your goal and purpose, being aware and committing yourself to getting the best for you.**

"Getting what you want is not a matter of luck or being a deserving person," says Scheele. "Only with purpose and commitment can you use your mind and physical energies properly to manifest your desire in powerful ways."

Paul wove these insights into an experiential audio tape series called Personal Celebration that includes four empowering tapes called **BEING**, **DOING**, **HAVING**, and **GETTING**. Nearly fifty of his friends and clients came with him to the studio. Using remarkable three dimension recordings, these people support your being, doing, having, and getting in life. Scheele says, "As a listener, you need only to close your eyes, relax, and be guided on adventures that will support you in ways you may have only dreamed."

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Choose an official PhotoReading seminar taught by a certified and licensed instructor who thoroughly understands and always uses PhotoReading. If you cannot attend one of the classes listed below, purchase the [PhotoReading Personal Learning Course](#). It is an effective alternative to the live seminar.

Tuition for U.S. Classes: \$750.00 [Satisfaction guaranteed](#).

Save \$100 when the tuition is paid-in-full 60 days before the class.

Save \$50 when the tuition is paid-in-full 30 days before the class.

Graduates may repeat in most cities tuition-free.

### To enroll in public classes in the USA:

- 1) Download a "pdf file" of the [Enrollment Agreement & Catalog](#) (includes class objectives and outline)
- 2) Select your class from the list below
- 3) If you are age 18 or older, make a nonrefundable \$50 deposit—the order button is located below.

- or -

Pay the tuition in full to receive the Early Bird Discount.

(If you are under age 18, please have a parent or guardian call to make arrangements.)

(If sending a check by mail, please telephone us or send an email so we can save a place for you. Some classes fill up quickly.)

4) Complete the Enrollment Agreement and fax/mail it to us.

A PhotoReading coach will promptly contact you to make the necessary arrangements.

Feel free to [contact a coach](#) now for more information or assistance.

### U.S. Class Schedule

If you are considering a PhotoReading class that is not on our calendar, make sure your class is taught by a [licensed PhotoReading instructor](#).

**Times:** Click on the class that interests you to see the times of the class sessions. Most classes meet for 2-1/2 days.

Most U.S. classes have only 30 participants to give you maximum personal time with the instructor.

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Amy Tamsen Moritz,  
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Learn secrets to tap your powerful mind and "mentally photograph" the printed page at rates exceeding a page per second. More than 150,000 people have benefited from this fascinating program.

Learn to read faster with increased concentration, improved memory, higher comprehension, less strain and more confidence. You will accomplish this by accessing the 90% of your mind most people seldom use. (2 1/2 days)

Companies and individuals from around the world have benefited from our most popular program, including AT&T, General Mills, Honeywell, American Express, Lotus, 3M Company, US West, US Department of the Navy, University of Connecticut, and Digital Equipment Corporation (DEC).

[Click here](#) if you are looking for open-enrollment PhotoReading seminars.

#### • Creative Problem Solving

Access your creative resources for your personal and business life. Discover new approaches and different perspectives for the challenges you face. You can save hours by finding shortcuts, eliminating time-wasters, and honing your decision-making skills.

Spot opportunities and solve complex problems. Find the resources you need to meet your goals, objectives, and dreams. (2 days)

#### • Natural Brilliance: Moving from Feeling Stuck to Achieving Success

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Debbie Ricci,  
Training Consultant

Release your genius after learning the nature of stuck states and how people can become mired in self-defeating strategies. You will acquire the easy-to-use four-step Natural Brilliance model and then "wire-in" new behavioral choices. Almost instantly accomplish lasting success in any area of life you choose. Why keep your genius waiting? (2 - 5 days)

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- **Rapport: The Structure of Influence**

Learn to improve the precision, clarity, and impact of your verbal and nonverbal communication. Get your message across the very first time. Express yourself with power.

Through sensory awareness, increase your ability to move into another person's world as an excellent communicator. Organize your perceptions and gain new choices to influence excellent outcomes. (2 days)

- **Hypnosis and Other-than-Conscious Communications**

Previously this workshop was approved for continuing clinical credits by the Minnesota Dental Association

Learn to use direct and indirect communication with the other-than-conscious mind to produce rapid, effective trance phenomenon and therapeutic results. Develop your skills with a wide variety of hypnotic induction procedures.

Assist others easily and quickly to accomplish their desired changes. Use your own remarkable capabilities to develop the skills of a professional hypnotist or a hypnotic practitioner. (2 days)

- **Nonverbal Communications and Leadership Development**

Originally designed for Minnesota Power Company's Leadership Development curriculum.

Gain greater flexibility in understanding others and communicating what you intend. Develop ways to identify, at any moment, the present state of another person.

Determine the exact purpose of a communication; understand the mutually beneficial desired outcome of those communicating. Learn to increase your rapport, effectively present your ideas, and promote

successful work relations. (1 day)

- **Ideal Mindset**

Let go of the past and prepare your mind for profound personal growth. You will build a strong mental foundation of thinking and feeling responses to stimulate future successes in your life.

Learn to direct your energies for self-improvement, inner peace, and harmony. Project your best strengths forward to grow into the person you desire to be. (1/2 - 1 day)

- **Decisive Action**

Break free of internal restraints and experience your success by taking the necessary actions to get you what and where you want. Attain deep resolve about your most important goals.

Discover how to assess your results and redirect your actions as necessary. Ignite your deepest motivations to succeed, refine actions, and enhance your performance. Learn to live each day on purpose and fulfill your dreams. (1/2 - 1 day)

- **Consistent Achievement**

Eliminate self-sabotage and establish powerful goals. Discover your strengths to follow-through consistently. Step confidently beyond your comfort zone to perform and take action beyond your current capacity.

Now is the time to achieve your highest potential to obtain, maintain, and sustain the fruits of your good work. (1/2 - 1 day)

- **Goal Setting**

Learn the secret master formula of attainment and the conditions for well-formed goals. Design concise personal and professional goals consistent with your life's most highly valued priorities.

You will feel a powerful internal alignment of your daily and weekly actions that lead you to achieve your top goals.

Manifest your highest desires more easily than you ever imagined and walk boldly into your life with vision and purpose. (1/2 day)

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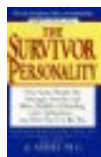
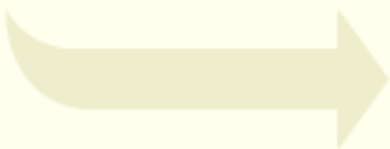
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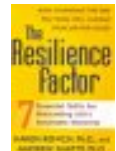
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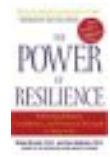
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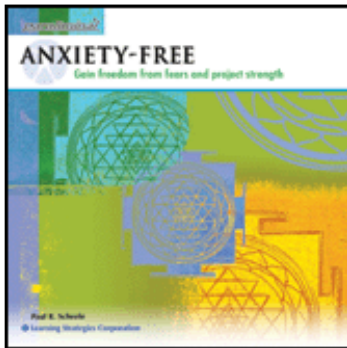
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## Gain Freedom from fear and anxieties

If anxieties about your job, family, relationship, finances, or any other aspect of your life get the best of you, listen to the **Anxiety-Free** CD. It frees you from emotional bondage so that you can better deal with challenges.

It helps eliminate uncomfortable feelings of fear, whether it is fear of flying... being in front of people... pressure... failure... success... being alone... rejection. Finally, most any fear can be controlled. No longer do fear or anxieties have to control you.

If you have any anxieties at all, get this CD for immediate relief.

Anxiety-Free	\$29.95	It's Risk Free!
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## Let fear and anxieties control someone else's life

Anxiety serves a purpose. It keeps you from running out in front of a car. Anxiety becomes detrimental when it ceases to be an internal warning system. Staying away from downtown for fear of being run over is such a detrimental anxiety.

Let anxiety serve to guide you, not control you.

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If you have anxiety on a 0 to 10 scale where 0 is no anxiety and 10 is high anxiety, you are best to keep the anxiety level in the 4 to 7 range. That is very manageable. When it becomes greater, then you need to do something.

Think of anxiety as a level of energy flowing through the nervous system. When it gets right down to it, feelings of anxiety are similar to feelings of excitement; the difference is in our attitude toward it.

Again, anxiety can be useful. It is not wrong or bad to feel anxiety. Many people, unfortunately, use their imagination to turn this energy into stifling and debilitating fear.

Anxieties are always about future events or situations. You may think of an anxiety is about something from the past, when it is really about how the past event affects your future.

The **Anxiety-Free** CD helps you transform anxious energy into positive energy. It helps free you from its control. It helps prepare you for optimal performance in the future.

Here are how some people have used **Anxiety-Free**:

- Are you nervous about a career change or the first day on the job?
- Do you have to give a presentation, but you are so shaken by it that you cannot concentrate?
- Have you decided not to take a trip because you have a fear of flying?
- Do you feel the responsibilities of financial success?
- Do you want to tell your parents something, but feel anxious about it?
- Are you delaying doing your taxes because you are afraid that you might owe more money?
- Do you stay up worrying all night until the kids get home?
- Are you afraid of losing someone to death?
- Are you afraid of a relationship?
- Are you nervous about talking to your boss about a promotion?
- Are you concerned about traveling outside of the country?
- Are you afraid to delegate because your co-worker may not pull his weight?
- Are you afraid of what others may think?

There are a billion and one uses for this CD. You should get it if you ever stopped short of doing something because you were afraid.

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"I used to have severe anxiety attacks. My anxiety attacks were so severe I had to take medication from a doctor. Even with the medication, I was having attacks. I asked my doctor what was causing these attacks and my doctor explained to me that anxiety attacks are caused by lack of confidence in yourself. So I sent for an **Anxiety-Free** Paraliminal. After listening to it, I stopped having attacks. My doctor took me off the medication, and I feel much better. These sessions have brought me some happiness. The mind rules the body." H.E., Maine

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